

LOSS COSTS – IMPLEMENTATION

JULY 5, 2019

COMMERCIAL AUTOMOBILE

LI-CA-2019-171

NEW JERSEY REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED; NEW FILING FORMAT

KEY MESSAGE

Loss costs representing a **+2.9%** statewide change to be implemented.

BACKGROUND

In circular [LI-CA-2019-112](#), we provided you with information about the Commercial Auto loss cost level experience review.

ISO ACTION

We filed CA-2019-BRLA1, which presents a review of Commercial Auto loss cost experience.

Refer to the attached explanatory material for complete details about the filing.

IMPORTANT NOTE

Change in Format

The filing has been restructured. All explanatory text, for all sections of the filing, appears first; all exhibits are grouped together and appear thereafter; followed by the manual pages. We invite customers to share feedback on this revised format and suggestions for further enhancements by contacting the individuals listed in the Contact Information block.

SUPPLEMENTARY INFORMATION

We are including supplementary information for New Jersey, which provides additional information on the attached loss cost level experience review.

NOTE: This supplementary information is **not** part of the experience review document and, in states where we are making a filing, is **not** part of the filing.

EFFECTIVE DATE

The ISO revision is subject to the following rule of application:

These changes are applicable to all policies written on or after **January 1, 2020**.

This effective date applies only to those insurers who have filed their Commercial Auto loss cost adjustments to be automatically applicable to future ISO loss cost revisions.

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of January 1, 2020, the multiplier must be based on the relationship between your gross rates and the ISO advisory prospective loss costs contained in this circular.

COMPANY ACTION

You must independently determine the final rates you will use. The action, if any, you must take in response to this filing is dependent upon how you filed to have your loss cost adjustments apply to subsequent revisions of ISO loss costs. Any submission you make with respect to this revision must comply with applicable regulatory filing requirements.

For guidance on submission requirements, consult the ISO State Filing Handbook.

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON DECEMBER 1, 2019. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Reference Filing Number CA-2019-BRLA1, NOT this circular number.

CAUTION: This reference filing revises only certain advisory prospective loss costs for Commercial Auto in this state. In determining whether or not to revise your rates, you should consider the application of your loss cost adjustments to any loss costs not included in this revision.

RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-2018-044](#) contains the ISO Guide To Renewals With Changed Conditions For Commercial Lines, which is available only as a guide to assist participating companies in complying with various conditional renewal statutes or regulations, for the major commercial lines of insurance serviced by ISO. The information in the Guide does not necessarily reflect all requirements or exceptions that may apply, and it is not intended as a substitute for your review of all applicable statutes and regulations concerning policyholder notification.

FUTURE ISO ACTION

We will provide a status report for this and other Basic Limits Loss Costs (BRLA1) revisions. Please refer to the Insurance Lines Services web site (www.verisk.com/ils). In addition to other information, this web site contains copies of major multistate filing status reports that are updated approximately every two weeks.

REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 1-20 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CA-2019-112](#) (06/05/2019) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2018-044](#) (11/27/2018) Revised Lead Time Requirements Listing

ATTACHMENT(S)

- Filing CA-2019-BRLA1
- Supplementary Information

FILES AVAILABLE FOR DOWNLOAD

To download all files associated with this circular, including attachments in the full circular PDF and/or any additional files not included in the PDF, search for the circular number on [ISOnet Circulars](#). Then click the Word/Excel link under the Full Circular column on the Search Results screen.

Please note that in some instances, not all files listed in the Attachment(s) block (if applicable) are included in the PDF.

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DATA QUALITY

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification procedures so that only valid data would be used for ratemaking. Subsequent to this initial data submission review, additional analyses on the statistical plan data involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review. The ISO staff responsible for this circular also reviewed the data for reasonableness.

ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS

The American Academy of Actuaries' "Qualifications Standards for Actuaries Issuing Statements of Actuarial Opinion in the United States" requires that an actuary issuing a Statement of Actuarial Opinion should include an acknowledgment with the opinion that he/she has met the qualification standards of the AAA. ISO considers this loss cost review a Statement of Actuarial Opinion; therefore, we are including the following acknowledgment:

I, David Terné, am a Managing Director of Strategic Actuarial Operations for ISO and I, James Davidson, am an Actuarial Director for Commercial Auto for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

CONTACT INFORMATION

If you have any questions concerning:

- The actuarial content of this circular, please contact:
Gary Kilb
Actuarial Operations
201-469-2630
Gary.Kilb@verisk.com
autoactuarial@verisk.com
- The non-actuarial content of this circular, please contact:
Carissa Dianne Albino
Production Operations, Compliance and Product Services
201-469-2585
productionoperations@verisk.com
- Other issues for this circular, please contact Customer Support:
E-mail: info@verisk.com
Phone: 800-888-4476

Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at www.verisk.com/iso. To keep abreast of the latest Insurance Lines Services updates, view www.verisk.com/ils.

NEW JERSEY

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2019-BRLA1

EXECUTIVE SUMMARY

PURPOSE

This document:

- revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 2.9% statewide change from the loss costs currently in effect.
- provides the analyses used to derive these advisory loss costs.

DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS

Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”

OPTIONAL CLASS PLAN LOSS COSTS

The loss costs contained in this filing CA-2019-BRLA1 are intended for use with the class plan in our standard manual. The prospective loss costs in this filing have also been used as the basis to develop the loss costs for the Optional Class Plan, which are located in companion filing CA-2019-BRLB1.

CHANGE IN FORMAT

In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through C-27, the exhibits are labeled EXHIBIT A1 through EXHIBIT C17, and the revised prospective loss cost pages are numbered D-1 through D-55.

AUTO DEALERS LIABILITY COVERAGE

The Auto Dealers Liability coverage is not being reviewed this year.

REVISED LOSS COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors & Trailers</u>	<u>Indicated</u>	<u>Filed</u>
Liability		
Single Limit Liability	4.5%	4.5%
Physical Damage		
Other than Collision	1.5%	N.C.
Collision	-3.3%	-3.3%
Total Trucks, Tractors & Trailers	3.7%	3.7%

	<u>Private Passenger Types</u>		
	Liability		
REVISED LOSS	Single Limit Liability	-0.5%	N.C
COST CHANGES	Personal Injury Protection	-6.7%	-6.7%
(CONT'D)	Physical Damage		
	Other than Collision	7.5%	7.5%
	Collision	-1.7%	N.C.
	Total Private Passenger Types	-0.6%	0.1%
	<u>Grand Total</u>	2.8%	2.9%

Loss cost level changes are relative to the current loss costs.

INDICATED VS.
FILED

Indicated changes are based on standard ISO methodology, utilizing a 1/1/2020 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: No Change (N.C.) was selected for Trucks, Tractors & Trailers OTC and Private Passenger Types Liability and Collision due to the modest indications.

PRIOR ISO
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2018-BRLA1	CA-2017-BRLA1	CA-2015-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	1/1/2019	1/1/2018	1/1/2016
<u>Changes</u>			
Indicated	2.4%	6.2%	4.2%
Filed	2.3%	6.1%	4.3%
Approved	2.3%	6.1%	4.3%

HISTORICAL
SOURCE DATA

The sources of the data underlying this loss cost review are:

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.
- Accident year data through year ended 06/30/2018 for all coverages.
- Various external price index data from the Bureau of Labor Statistics.

ADJUSTMENTS TO
REPORTED
EXPERIENCE

Loss Trend

To adjust the loss data to levels expected to prevail during the period when the revised loss costs will be in effect, historical losses have been multiplied by trend factors. These trend factors are based on the changes in claim cost and claim frequency that are expected to arise between the historical experience period and the prospective period during which the revised loss costs are anticipated to be in effect. Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between

ADJUSTMENTS TO
REPORTED
EXPERIENCE
(CONT'D)

Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form $Y=A(B^X)$ does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

Claim cost trend data through second quarter 2018 and claim frequency trend data through first quarter 2018 were used in selecting the following annual liability trend factors:

<u>Coverage</u>	<u>Annual Trend Factor</u>
Trucks, Tractors, and Trailers Liability:	
Bodily Injury	+4.5%
Property Damage	+4.4%
Private Passenger Types Liability:	
Bodily Injury	+4.5%
Property Damage	+4.4%
Private Passenger Types PIP	+3.3%
Trucks, Tractors & Trailers OTC	+7.0%
Trucks, Tractors & Trailers Collision	+4.5%
Private Passenger Types OTC	+7.0%
Private Passenger Types Collision	+4.5%

OCN Trend

To recognize the trend in the Original Cost New (OCN) relativities for Trucks, Tractors & Trailers and Private Passenger Type's physical damage, aggregate loss costs at current level have been multiplied by trend factors. The selected annual OCN trend factors for Trucks, Tractors & Trailers are +1.0% and +1.5% for OTC and Collision respectively. For Private Passenger Types, the OCN Trend factors are +1.0% and +0.6% for OTC and Collision respectively.

Standard actuarial procedures have been used in calculating the loss costs including adjusting the losses to ultimate settlement level, reflecting all loss adjustment expenses.

TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

<u>LIABILITY (ASLOB 19.3 & 19.4)</u>	<u>PHYSICAL DAMAGE (ASLOB 21.2)</u>
1. Harleysville Insurance	1. New Jersey Manufacturers Ins. Co.
2. Travelers Indemnity Company	2. Travelers Indemnity Company
3. New Jersey Manufacturers Ins. Co.	3. Harleysville Insurance
4. Selective Insurance Co. of America	4. Liberty Mutual Insurance Company
5. Liberty Mutual Insurance Company	5. Hartford Accident & Indemnity Co.
6. Zurich American Insurance Company	6. Tokio Marine Companies
7. Tokio Marine Companies	7. Utica Mutual Insurance Company
8. Hartford Accident & Indemnity Co.	8. Motors Insurance Corporation
9. Utica Mutual Insurance Company	9. Plymouth Rock Assurance Corp.
10. American International Group	10. American International Group

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2017 for the Annual Statement Line of Business (ASLOB) indicated.

MARKET SHARE

The market share of ISO participating insurers used in this review as measured by Annual Statement Page 15 written premium for the year ending 12/31/2017 is:

<u>Liability (ASLOB 19.3 & 19.4)</u>	<u>Physical Damage (ASLOB 21.2)</u>
49.8%	46.6%

COMPANY DECISION

We encourage each insurer to decide independently whether the judgments made and the procedures or data used by ISO in developing the loss costs contained herein are appropriate for its use. We have included within this document the information upon which ISO relied in order to make such independent judgments.

The data underlying the enclosed material comes from companies reporting to Insurance Services Office, Inc. Therefore, the ISO experience permits the establishment of a much broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom. At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projections based on the aggregate data.

Some calculations included in this document involve areas of ISO staff judgment. Each company should carefully review and evaluate its own experience in order to determine whether the ISO selected loss costs are appropriate for its use.

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NEW JERSEY
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

INTRODUCTION Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.

**STEP 1:
DETERMINATION
OF STATEWIDE
LOSS COST
INDICATION** The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change."

**STEP 2:
DISTRIBUTION TO
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average.

**STEP 3:
APPLICATION OF
PERCENT CHANGES** The last step is the calculation of the ISO advisory prospective loss costs. This is achieved by applying either the filed statewide or territorial changes to the current ISO loss costs. For liability, the percentage change is applied at the basic limit; for physical damage, it is applied at the base OCN, age and deductible. The resulting Loss Costs are displayed in Section D.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE The objective of this procedure is to determine the indicated statewide advisory loss cost level change. This procedure answers the question: what percentage changes must be made on average to the current ISO loss costs in order for them to be adequate to cover indemnity losses and all loss adjustment expenses incurred in the prospective period in which the revised loss costs are assumed to be in effect?

DESCRIPTION This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form.

EXPERIENCE BASE The experience used in this review is the latest available as reported under the ISO Commercial Statistical Plan. All coverages are on an accident year basis. For liability, the review is conducted on a \$100,000 basic limits basis - indemnity losses are limited to \$100,000 per occurrence.

AGGREGATE LOSS COSTS (Item 1) The aggregate loss costs at current ISO loss cost level are the loss-related revenue that would have been collected if the current ISO loss costs were used during the experience period. It is calculated by extending the exposures by the current ISO loss costs. For liability, the \$100,000 basic limit loss costs are used. For Trucks, Tractors, and Trailers and Private Passenger Types Physical Damage, loss costs are on an all deductibles combined basis.

Trucks, Tractors & Trailers and Private Passenger Types physical damage aggregate loss costs are placed on the prospective OCN relativity level by the application of OCN trend factors.

INCURRED
LOSSES & LAE
(Item 2)

The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses using the claim frequency and severity levels ISO expects to occur during the prospective period for which the revised loss costs will be used.

For the liability coverages, the reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:

- Incurred indemnity losses are capped at the basic limit;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for unallocated loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

For the physical damage coverages, the reported paid (accident year) losses are subject to the following adjustments:

- Paid Other Than Collision losses are adjusted using an Excess Wind and Water procedure;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for all loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

Refer to Section C for the support for these loss related adjustments.

EXPERIENCE
RATIO
(Item 3)

The experience ratio is the ratio of the incurred losses and loss adjustment expenses to the aggregate loss costs at current ISO loss cost level. It measures the adequacy of the current ISO loss costs for the prospective period.

YEAR WEIGHTS
(Item 4)

The number of years of experience used and year weights are determined by the total number of claims in the experience period. To the extent there is adequate credibility, ISO uses fewer years and gives greater weight to the most recent years. Refer to the credibility pages of Section C for the methodology used to arrive at both the number of years used and the year weights.

**EXPECTED
EXPERIENCE
RATIO
(Item 7)**

The expected experience ratio is our best prediction of the experience ratio if the most recent data was not available. For this review we have assumed that the current loss costs were adequate when implemented and will be inadequate for the prospective period to the extent of the net trend. It is calculated as the combined trend factor projected for the number of years between the last revision (or review) and this revision.

CREDIBILITY

Credibility is based upon the number of claims for all years in the experience period. The procedure for assigning credibility is outlined in the credibility pages of Section C.

**CREDIBILITY
WEIGHTED
EXPERIENCE
RATIO**

The average experience ratio is credibility weighted with the expected experience ratio. The resulting credibility weighted experience ratio, converted to a percentage, is the indicated change to the current ISO loss costs.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

OBJECTIVE The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?

TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PIP TERRITORY DEVELOPMENT

COLUMN (1)
EARNED CAR
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

COLUMN (2)
\$100,000 LIABILITY
OR BASIC PIP
LOSS COST

Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 liability or basic PIP loss cost at present ISO manual level.

COLUMN (3)
5 YEAR ENDED
EXPERIENCE
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is Bodily Injury and Property Damage combined or basic PIP and is trended and developed to an ultimate settlement basis including all loss adjustment expenses.

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average \$100,000 liability or basic PIP loss cost at present ISO manual level. [Col. (3) / Col. (2)]

COLUMN (5)
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4) x Terr. Group Col. (5)}] \\ & + [\text{SW Total Col.(4) x (1.0 - Terr. Group Col. (5))}] \end{aligned}$$

COLUMN (7)
INDEX TO
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [Col. (1) x Col. (2)] as weights.)

COLUMN (8)
BASE CLASS
LOSS COST

Present ISO \$100,000 liability base class loss cost or basic PIP loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

COLUMN (10)
REVISED BASE
LOSS COST

Revised \$100,000 liability base loss cost or basic PIP loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

Percentage change from the present base loss cost to the revised base loss cost.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND
PRIVATE PASSENGER TYPES
PHYSICAL DAMAGE TERRITORY DEVELOPMENT

COLUMN (1)
EARNED CAR
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

COLUMN (2)
UNDERLYING
LOSS COST

Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the present ISO manual loss cost trended to a prospective OCN level by the application of OCN factors.

COLUMN (3)
5 YEAR ENDED
EXPERIENCE
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is trended and include all loss adjustment expenses.

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average loss cost at present ISO manual level. [Col. (3) / Col. (2)]

COLUMN (5)
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4) x Terr. Group Col. (5)}] \\ & + [\text{SW Total Col.(4) x (1.0 - Terr. Group Col. (5))}] \end{aligned}$$

COLUMN (7)
INDEX TO
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [Col. (1) x Col. (2)] as weights.)

COLUMN (8)
BASE CLASS
LOSS COST

Present ISO base class loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

COLUMN (10)
REVISED BASE
LOSS COST

Revised base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

Percentage change:
[Col. (10) / Col. (8)]

LOSS ADJUSTMENT EXPENSE FACTORS

OBJECTIVE

The reported indemnity losses must be loaded for any loss adjustment expenses (LAE) that are not reported in statistical detail to ISO.

LIABILITY COVERAGES

For the liability coverages, allocated loss adjustment expenses are reported in detail to ISO under the Commercial Statistical Plan. Unallocated loss adjustment expenses must be loaded into the losses. A factor representing the ratio of the sum of the incurred indemnity losses plus all LAE to the sum of the incurred indemnity losses plus allocated LAE was selected based on multistate financial data from a Special Call Submission for available writers.

PHYSICAL DAMAGE COVERAGES

For the physical damage coverages, accident year paid indemnity losses are reported. All loss adjustment expenses must be loaded into the reported losses. A factor representing the ratio of incurred losses plus all LAE to incurred losses was selected based on multistate financial data from the Insurance Expense Exhibits for agency and direct writers.

AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

OBJECTIVE The application of the average annual change in losses to historical data recognizes that advisory loss costs are being made for use in a future period based on historical experience. Due to economic and social factors, claim cost and frequency levels continue to change from those underlying the historical data.

DETERMINATION OF HISTORICAL AVERAGE CLAIM COST TREND To determine the historical average claim cost trend, ISO makes use of the Least Squares Method fitted to the reported time series data; specifically, an exponential curve represented by the equation $Y=A(B^X)$ is fitted to the paid claim cost data. The parameters A and B are calculated by regressing Y, which is the applicable claim cost on X, which is the unit of time. The resulting fitted curve allows the determination of a historical average trend for the data under review.

LIABILITY LOSS TREND The historical average annual change in claim costs for both Bodily Injury and Property Damage coverages are measured in this document using a credibility-weighted mix of multistate and statewide data. Prospective average annual changes for claim frequency have been selected based on the historical multistate data, as well as other relevant factors. Combining the state credibility-weighted claim cost trends with the selected claim frequency trends results in the selected Bodily Injury and Property Damage pure premium trend used to adjust the losses to a prospective level.

TREND CREDIBILITY FOR LIABILITY CLAIM SEVERITY Trend credibility is based on a full credibility standard of 975,000 claims for BI and 390,000 claims for PD. These standards were developed using a Bayesian analysis. Partial credibility is determined by the following formula:

$$A = C/(C+K)$$

where C equals the number of claims for the latest year ended point and K equals 25,000 for bodily injury and 10,000 for property damage. The resulting table of partial credibilities is shown in this section.

LIABILITY:
FREQUENCY
TREND

The data underlying the claim frequency trend selections is shown on the attached claim frequency exhibits. The exhibits include quarterly points for Multistate incurred frequency trend separately for Trucks, Tractors, and Trailers and Private Passenger Types. As can be seen from these exhibits (and corresponding graphs), frequency for both bodily injury and property damage has generally changed from year to year in an unpredictable manner.

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form $Y=A(B^X)$ does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

PHYSICAL
DAMAGE:
LOSS TREND

Data Selections

- In our Physical Damage Trend review, we try to include as much data as possible for each deductible level that we analyze. With this goal in mind, for a given deductible level, we include all losses written at or below that deductible level. For example, consider an event causing \$1,500 of damage on a policy written with a \$250 deductible. This would be reported as a \$1,250 loss. In order to include as much data as possible in our review, we would generate 3 different records for this loss, one at each deductible that we analyze:

At \$250 deductible: \$1,250 loss

At \$500 deductible: \$1,000 loss

At \$1,000 deductible: \$500 loss

Each of these deductible levels is analyzed independently of the other levels, so that there are no instances of double-counting loss records.

- Wind and Water losses are removed from our Other Than Collision trend reviews due to the high variability of these types of losses from year to year.

Data Adjustments

In our Physical Damage trend review, we employ two adjustments to the data with the objective of diminishing distortions in the trend that we do not wish to measure. Our goal is to only measure inflationary effects.

1) All losses are divided by the appropriate class plan and age factors that correspond to that record in order to diminish the effect that variations in these factors from one year to the next have on the trend calculation.

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

For example, consider 12 Truck exposures reported with Age Code 1 (current model year, age factor of 1.00). Each exposure experiences a loss of \$500. The average severity of the losses for these 12 exposures is \$500.

Now consider these 12 exposures 5 years in the future. The exposures are now reported with Age Code A (6th preceding model year, age factor of 0.80). Assume that there is 10% inflation per year on all severities. Also assume that each of these 12 exposures experience the same amount of damage as they did 5 years ago. The average severity of the losses for these 12 exposures is now \$644 (taking into account both inflation and the older age of the vehicles).

If we analyze the severity trend without dividing each loss by its corresponding age factor, we get an annual trend of $(\$644/\$500)^{1/5} - 1 = 5.2\%$

If we first divide each loss by its corresponding age factor, we get an annual trend of $((\$644/0.80) / (\$500/1.00))^{1/5} - 1 = 10.0\%$

The first calculated severity is not equal to the assumed inflation because the calculation includes the decrease in average severity caused by aging of the vehicles. By dividing each loss record by its corresponding class plan and age factors, we remove distortions on the severity trend caused by the change in the distribution of classes and ages from one year to the next.

2) All Other Than Collision losses are adjusted to correct for the distortion on trend results created by a change in the distribution of types of loss from one year to the next. The Other Than Collision severity is a weighted-average of the severities for each type of loss (glass, fire, theft, etc.). Since each type of loss has a different severity (for example, glass losses have a much smaller severity than other types of loss), then variations in the distribution of types of loss may lead to changes in the severity that we do not want to measure (if one year 5% of losses are glass losses, and the next year 30% of losses are glass losses, we would expect the average severity of all Other Than Collision losses to decrease). To correct this, we calculate the proportion of losses for each type of loss averaged over all years in the experience period.

Consider the following example, where an adjustment is NOT made to the data. Assume 10% annual inflation for all losses:

Type of Loss	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Claims	10	3	15	5
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$500	\$3,000	\$825	\$5,500

Average severity of losses in Year 1 is $(\$500 + \$3,000) / 13 \text{ claims} = \269

Average severity of losses in Year 2 is $(\$825 + \$5,500) / 20 \text{ claims} = \316.25

Average Severity trend = $(\$316.25/\$269) - 1 = 17.6\%$

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

Now consider the same scenario, where an adjustment IS made to the data:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	10	3	15	5
Percentage of Total Claims	10/13 = 77%	3/13 = 23%	15/20 = 75%	5/20 = 25%

Average Percentage of Claims for Glass losses: $(77\% + 75\%) / 2 = 76\%$

Average Percentage of Claims for Fire losses: $(23\% + 25\%) / 2 = 24\%$

The number of claims for each type of loss for each year is replaced by these averages:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	76% x 13 = 9.88	24% x 13 = 3.12	76% x 20 = 15.2	24% x 20 = 4.8
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$494	\$3,120	\$836	\$5,280

Average severity of losses in Year 1 is $(\$494 + \$3,120) / 13 \text{ claims} = \278

Average severity of losses in Year 2 is $(\$836 + \$5,280) / 20 \text{ claims} = \305.80

Average Severity trend = $(\$305.80 / \$278) - 1 = 10.0\%$

Note that the total number of claims each year remains unchanged from the total before the adjustment is made.

Year 1 claims = $9.88 + 3.12 = 13 \text{ claims}$

Year 2 claims = $15.2 + 4.8 = 20 \text{ claims}$

Although new claims totals by type of loss are used in the calculation, the impact of the adjustment is to change only the loss totals, so frequency figures are not changed. The result is equivalent to a re-weighting of the severities so that each type of loss has a consistent weight from year to year.

By keeping each type of loss' proportion of total claims constant from year to year, we remove distortions in the trend caused by changes in the distribution of types of loss.

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

For the OTC coverages, there is a change to how glass losses are handled when shifting from one deductible to another. ISO collects a coverage code indicating if the deductible is waived for glass losses or not ("full glass" and "non-full glass", respectively). However some insurers waive deductibles on glass losses even when the policy isn't a "full glass" coverage policy. Recently we began to also collect a Type of Loss code indicating if a deductible has been waived for the particular claim. In situations where a claim is reported with a coverage code and Type of Loss code that aren't consistent on how a glass loss was handled, we previously used the coverage code to determine how we interpreted the loss amount. Now this scenario is handled based on the information in the new Type of Loss code.

The trend selections for physical damage are based on the data in the attached exhibits. Each exhibit includes the distribution of losses, by deductible, for the most recent year. We analyze frequency trend and severity trend separately, using data at the \$250, \$500, and \$1,000 deductibles for OTC, and at the \$500, \$1,000, and \$2,000 deductibles for Collision.

Historically, claim frequency (like liability claim frequency) had been variable from year to year, often cyclical. As a result, an exponential curve of the form $Y=A(B^x)$ did not fit the frequency data well. In the interest of long-term stability, we have selected 0.0% trend factors for frequency.

Based on this multistate experience and on the continued positive trends in the Consumer Price Index for Bodywork, ISO has selected the following annual trends:

	Trucks, Tractors & Trailers <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+7.0%	+7.0%
COLL:	+4.5%	+4.5%

PERSONAL
INJURY
PROTECTION
TREND

The average annual trend for personal injury protection coverage is based on consumer price indices for medical and hospital related services, and wage data from the Bureau of Labor statistics. The average annual claim cost trend uses a weighted average of the medical and wage trends using weights based on type of loss data for this state. The weighted average annual trend in claim cost is then multiplied by the selected average annual trend in claim frequency. The average annual trend in claim frequency for PIP that is used is the same for bodily injury claim frequency.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
06/30/2015	2.804	2.795
09/30/2015	2.805	2.812
12/31/2015	2.831	2.830
03/31/2016	2.847	2.848
06/30/2016	2.866	2.866
09/30/2016	2.877	2.884
12/31/2016	2.913	2.903
03/31/2017	2.925	2.921
06/30/2017	2.942	2.940
09/30/2017	2.945	2.958
12/31/2017	2.966	2.977
03/31/2018	2.999	2.996
06/30/2018	3.016	3.015
09/30/2018	3.033	3.034
12/31/2018	3.061	3.053
03/31/2019	3.074	3.073
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9941	2.6%
12 Point Fit	0.9892	2.6%

PHYSICAL DAMAGE OCN TREND

OBJECTIVE

In Physical Damage for Trucks, Tractors & Trailers and Private Passenger Types, as new, higher-valued commercial automobiles are introduced, there is an increase in revenue due to the original cost new component of the rating procedure. In order to reflect the revenue impact of the higher-valued vehicles during the prospective period, ISO uses an OCN trend procedure. The effect of this procedure is to reduce the indicated loss costs for Trucks, Tractors & Trailers and Private Passenger Types physical damage coverages.

DESCRIPTION OF ORIGINAL COST NEW DATA

The average original cost new (OCN) relativities for Comprehensive and Collision are displayed on the following exhibits. The data is displayed by coverage. To determine the historical average trend for OCN, ISO makes use of the Least Squares Method to fit a curve to the reported time series data. Specifically, an exponential curve represented by the equation

$$Y = A(B^X)$$

is fitted to the average OCN relativities. Based on the results of these curves, ISO has selected annual OCN trends of 1.0% and 1.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. This trend is necessary to reflect the additional revenue generated by the shift in the OCN distribution as new, higher-priced automobiles are introduced.

For Private Passenger Types, OCN trends of 1.0% and 0.6% were selected for the OTC and Collision coverages respectively.

LOSS DEVELOPMENT FOR LIABILITY

OBJECTIVE The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.

DESCRIPTION OF EXPERIENCE PERIOD DATA For Trucks, Tractors & Trailers and Private Passenger Types Liability, the incurred losses and allocated loss adjustment expenses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of September 30, 2018. In other words, accident year ended June 30, 2018 includes all losses and allocated loss adjustment expenses paid through September 30, 2018 on accidents occurring from July 1, 2017 to June 30, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2018, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended June 30, 2017 include all loss and loss adjustment expenses paid through September 30, 2018 on accidents occurring from July 1, 2016 to June 30, 2017 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2018, 27 months after the inception of the accident year. The immature experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.

DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Beyond 123 months the loss development is assumed to be unity.

For Property Damage Coverage, one multistate group is used. Losses are developed up to 111 months and \$100,000 CSL data is used. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" years approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Development beyond 111 months is assumed to be unity.

STATE
CREDIBILITY
WEIGHTED
FACTORS

For Trucks, Tractors & Trailers and Private Passenger Types, statewide loss development factors are credibility weighted with multistate factors. A Bayesian credibility study was done on state 15 to 27 months and 27 to 39 months loss development factors. The study concluded that there is significant statewide variation for bodily injury through 39 months and for property damage through 27 months. For these link ratios, statewide credibility is determined by the formula $Z = L / (L + K)$, where Z is the credibility, and L is the 3-year total losses for the particular state (at the earliest of the two evaluations). The complement of credibility is assigned to multistate loss development factors. K is a constant that varies by coverage as follows:

Trucks, Tractors & Trailers

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 2,500,000	\$ 11,000,000
Bodily Injury (no-fault)	900,000	3,000,000
Property Damage	1,500,000	-

Private Passenger Types

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 1,500,000	\$ 4,000,000
Bodily Injury (no-fault)	700,000	1,700,000
Property Damage	600,000	-

TRUCKS,
TRACTORS &
TRAILERS AND
PRIVATE
PASSENGER
TYPES

For Trucks, Tractors & Trailers and Private Passenger Types, Bodily Injury loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15 to 27 month factor and 27 to 39 month factor, and the multistate average 39 to ultimate factor.

For the property damage coverage, loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15-27 month factor and the multistate average 27 to ultimate factor.

LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

OBJECTIVE The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.

DESCRIPTION OF EXPERIENCE PERIOD DATA For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of September 30, 2018. In other words, accident year ended June 30, 2018 includes all losses paid through September 30, 2018 on accidents occurring from July 1, 2017 to June 30, 2018. Similarly, the paid losses for accident year ended June 30, 2017 include all losses paid through September 30, 2018 on accidents occurring from July 1, 2016 to June 30, 2017. The immature paid loss experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.

DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY For Collision and Other Than Collision coverages, one multistate group is used. Losses are developed to an ultimate settlement basis. Three-year averages are calculated for each age-to-age link ratio. These link ratios are accumulated to develop losses to 123 months. Development beyond 123 months is assumed to be 1.000.

CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

OBJECTIVE The extent to which the state experience is reflected in the development of the prospective loss costs is determined by the credibility of the data for that state. Specifically, ISO credibility procedures are based upon the volume of claims for each coverage separately.

METHODOLOGY The standards for full credibility were determined from a credibility study using various size of loss distributions for liability, PIP, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.

CREDIBILITY FOR EXPERIENCE LOSS RATIO The assignment of credibility to the experience loss ratio is based on the total number of claims for the years used. For liability, the claims are based on BI and PD claims combined. For physical damage, credibility is determined separately for OTC and Collision. Partial credibility (Z), as used for the experience loss ratio, is determined using the square root rule as follows:

$$Z = \sqrt{\frac{\text{Claims}}{X}}$$

Where X equals the full credibility standard, by line and coverage, as shown on the following pages of this section.

YEAR WEIGHTS The weights assigned to the loss ratio by year are based on the credibility of the average number of claims for the years of experience used. A maximum of five years of experience may be used. This procedure is described in detail in the flow chart on the following page. The claim standard used to determine the year weights is based on the credibility standard for each coverage. The schedules of the number of claims required for the year weight assignments are shown on the following pages.

COMMERCIAL AUTOMOBILE LIABILITY
FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims \geq 11,500,
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims \geq 1,380,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ 1,380,
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

COMMERCIAL AUTOMOBILE PIP
FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims \geq 4,500,
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims \geq 550,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ 550,
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims \geq Full Standard,
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims \geq Intermediate Threshold,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ Intermediate Threshold,
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

<u>Coverage</u>	<u>Intermediate Threshold</u>	<u>Full Standard</u>
Trucks, Tractors & Trailers OTC	1,350	11,000
Trucks, Tractors & Trailers Collision	550	4,500
Private Passenger Types OTC	1,050	8,500
Private Passenger Types Collision	450	3,500

Tables For Use With Trend Data

Bodily Injury				Property Damage			
Number of Claims			Cred.	Number of Claims			Cred.
0	-	641	0.00	0	-	256	0.00
642	-	2027	0.05	257	-	810	0.05
2028	-	3571	0.10	811	-	1428	0.10
3572	-	5303	0.15	1429	-	2121	0.15
5304	-	7258	0.20	2122	-	2903	0.20
7259	-	9482	0.25	2904	-	3793	0.25
9483	-	12037	0.30	3794	-	4814	0.30
12038	-	14999	0.35	4815	-	5999	0.35
15000	-	18478	0.40	6000	-	7391	0.40
18479	-	22619	0.45	7392	-	9047	0.45
22620	-	27631	0.50	9048	-	11052	0.50
27632	-	33823	0.55	11053	-	13529	0.55
33824	-	41666	0.60	13530	-	16666	0.60
41667	-	51923	0.65	16667	-	20769	0.65
51924	-	65909	0.70	20770	-	26363	0.70
65910	-	86111	0.75	26364	-	34444	0.75
86112	-	117857	0.80	34445	-	47142	0.80
117858	-	174999	0.85	47143	-	69999	0.85
175000	-	308333	0.90	70000	-	123333	0.90
308334	-	974999	0.95	123334	-	389999	0.95
975000	-	and over	1.00	390000	-	and over	1.00

K = 25,000

K = 10,000

$$\text{CREDIBILITY FORMULA} = (\# \text{ CLAIMS}) / (\# \text{ CLAIMS} + K)$$

ALL LIABILITY COVERAGES
CREDIBILITY TABLE
NUMBER OF CLAIMS

<u>Credibility</u>			
0.00*	0	-	28
0.05	29	-	114
0.10	115	-	258
0.15	259	-	459
0.20	460	-	718
0.25	719	-	1,034
0.30	1035	-	1,408
0.35	1,409	-	1,839
0.40	1,840	-	2,328
0.45	2,329	-	2,874
0.50	2,875	-	3,478
0.55	3,479	-	4,139
0.60	4,140	-	4,858
0.65	4,859	-	5,634
0.70	5,635	-	6,468
0.75	6,469	-	7,359
0.80	7,360	-	8,308
0.85	8,309	-	9,314
0.90	9,315	-	10,378
0.95	10,379	-	11,499
1.00		>	11,499

The credibility for the loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

PERSONAL INJURY PROTECTION
CREDIBILITY TABLES
NUMBER OF CLAIMS

<u>Credibility</u>			
0.00*	0	-	11
0.05	12	-	44
0.10	45	-	101
0.15	102	-	179
0.20	180	-	281
0.25	282	-	404
0.30	405	-	551
0.35	552	-	719
0.40	720	-	911
0.45	912	-	1,124
0.50	1,125	-	1,361
0.55	1,362	-	1,619
0.60	1,620	-	1,901
0.65	1,902	-	2,204
0.70	2,205	-	2,531
0.75	2,532	-	2,879
0.80	2,880	-	3,251
0.85	3,252	-	3,644
0.90	3,645	-	4,061
0.95	4,062	-	4,499
1.00		>	4,499

The credibility for the loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period

PHYSICAL DAMAGE
CREDIBILITY TABLES
NUMBER OF CLAIMS

OTHER THAN COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	27	0	-	21
0.05	28	-	109	22	-	84
0.10	110	-	247	85	-	191
0.15	248	-	439	192	-	339
0.20	440	-	687	340	-	531
0.25	688	-	989	532	-	764
0.30	990	-	1,347	765	-	1,041
0.35	1,348	-	1,759	1,042	-	1,359
0.40	1,760	-	2,227	1,360	-	1,721
0.45	2,228	-	2,749	1,722	-	2,124
0.50	2,750	-	3,327	2,125	-	2,571
0.55	3,328	-	3,959	2,572	-	3,059
0.60	3,960	-	4,647	3,060	-	3,591
0.65	4,648	-	5,389	3,592	-	4,164
0.70	5,390	-	6,187	4,165	-	4,781
0.75	6,188	-	7,039	4,782	-	5,439
0.80	7,040	-	7,947	5,440	-	6,141
0.85	7,948	-	8,909	6,142	-	6,884
0.90	8,910	-	9,927	6,885	-	7,671
0.95	9,928	-	10,999	7,672	-	8,499
1.00		>	10,999		>	8,499

COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	11	0	-	8
0.05	12	-	44	9	-	34
0.10	45	-	101	35	-	78
0.15	102	-	179	79	-	139
0.20	180	-	281	140	-	218
0.25	282	-	404	219	-	314
0.30	405	-	551	315	-	428
0.35	552	-	719	429	-	559
0.40	720	-	911	560	-	708
0.45	912	-	1,124	709	-	874
0.50	1,125	-	1,361	875	-	1,058
0.55	1,362	-	1,619	1,059	-	1,259
0.60	1,620	-	1,901	1,260	-	1,478
0.65	1,902	-	2,204	1,479	-	1,714
0.70	2,205	-	2,531	1,715	-	1,968
0.75	2,532	-	2,879	1,969	-	2,239
0.80	2,880	-	3,251	2,240	-	2,528
0.85	3,252	-	3,644	2,529	-	2,834
0.90	3,645	-	4,061	2,835	-	3,158
0.95	4,062	-	4,499	3,159	-	3,499
1.00		>	4,499		>	3,499

The credibility for loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

NEW JERSEY
CLAIMS PER TERRITORY
LIABILITY AND PIP

Territory	Trucks, Tractors & Trailers	Private Passenger Types	
	Incurring Claims 5 Years Ending 6/30/2018 Combined BI and PD	Incurring Claims 5 Years Ending 6/30/2018 Combined BI and PD	PIP
101	1,308	187	19
102	929	129	2
103	2,460	589	36
104	1,747	306	23
105	191	36	1
106	691	174	21
107	146	20	2
108	819	131	9
110	2,968	1,219	74
111	2,445	670	56
112	863	236	23
113	976	181	6
114	4,024	731	53
115	1,828	454	25
116	1,739	498	28
117	1,848	544	29
119	53	9	1
122	319	37	1
123	312	39	5
124	645	267	8
125	5,361	1,758	85
126	2,362	613	40
127	5,416	1,098	95
131	708	337	18
138	163	20	2
139	902	364	20
140	3,048	684	40
SW Total	44,271	11,331	722

Claims for Trend

BI	PD
<u>2,814</u>	<u>11,795</u>

NEW JERSEY
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 6/30/2018		Private Passenger Types Paid Claims 5 Years Ending 6/30/2018	
	OTC	Coll	OTC	Coll
101	93	335	55	236
102	47	219	26	108
103	194	629	149	460
104	143	476	64	287
105	16	51	3	23
106	69	225	104	249
107	8	43	8	28
108	99	197	64	124
110	261	844	514	1,417
111	210	611	153	702
112	92	312	117	251
113	77	275	70	167
114	406	1,088	257	753
115	205	465	267	470
116	195	522	245	505
117	186	500	285	524
119	2	31	4	14
122	27	74	22	42
123	42	87	13	63
124	105	205	115	301
125	582	1,566	918	1,974
126	416	684	476	715
127	511	1,326	485	1,037
131	92	250	112	419
138	15	46	5	23
139	92	268	132	333
140	282	891	231	670
SW Total	4,467	12,220	4,894	11,895

WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

Other Than Collision losses which result from the perils of Wind and Water are relatively infrequent and do not affect each year similarly. While catastrophic incidents are rare, their impact on loss cost indications can be significant. The occurrence of a weather related catastrophe can result in a large positive indication, followed by an indicated decrease when the catastrophe leaves the experience period in subsequent reviews. This ultimately leads to loss cost instability.

In order to address this ratemaking problem, the Wind and Water procedure removes the Wind and Water losses that actually occur in a given year and replaces them with an expected Wind and Water provision, based on the state's long term history of Wind and Water losses. Due to the lower credibility of catastrophic loss experience, a longer experience period or a larger body of data is necessary to compensate.

DESCRIPTION OF
WIND AND WATER
ADJUSTMENT
PROCEDURE

The Wind and Water procedure begins by comparing Wind and Water losses to non-Wind and Water losses for each year in the long term review period. Wind and Water losses have been separately identified as losses reported under the Commercial Statistical Plan (CSP) using Type of Loss (TOL) codes 06 and 07. A ratio of Wind and Water to non-Wind and Water losses is calculated for each year.

The long term 'normal' Wind and Water to non-Wind and Water ratio is determined by calculating the average of the Wind and Water to non-Wind and Water ratios for all years for which data is currently available.

The variation from the long term normal Wind and Water to non-Wind and Water ratio is then determined by calculating the difference between the normal ratio and the Wind and Water ratio for each year.

The loss adjustment required in order to bring each year of experience to a normal Wind and Water level is determined by applying the variation factor (column (5)) to the reported non-Wind and Water losses (column (3)).

The major steps of the procedure are shown in the Exhibits on the following pages.

SUPERSTORM
SANDY
ADJUSTMENT

For the current review there are thirty-two years of experience available. ISO's actuarial staff believes that catastrophic events of as great a magnitude as Superstorm Sandy should be expected to occur with a frequency less than once in every thirty-two years. When calculating the normal Wind and Water to non-Wind and Water ratio, accident year ending 06/30/2013 (which includes the losses from Superstorm Sandy) was assigned a weight of 1/40. This restricts the impact of Superstorm Sandy's losses to a once in forty years frequency instead of a once in thirty-two years frequency.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
NEW JERSEY

TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	60,389	4,620,297	4,559,908	0.013	0.245	1,117,177	5,737,474
1988	69,918	4,314,266	4,244,348	0.016	0.242	1,027,132	5,341,398
1989	86,704	4,800,564	4,713,860	0.018	0.240	1,131,326	5,931,890
1990	214,284	5,389,499	5,175,215	0.041	0.217	1,123,022	6,512,521
1991	70,513	5,570,029	5,499,516	0.013	0.245	1,347,381	6,917,410
1992	123,810	4,599,141	4,475,331	0.028	0.230	1,029,326	5,628,467
1993	939,253	5,069,274	4,130,021	0.227	0.031	128,031	5,197,305
1994	157,936	4,701,508	4,543,572	0.035	0.223	1,013,217	5,714,725
1995	123,474	4,528,017	4,404,543	0.028	0.230	1,013,045	5,541,062
1996	241,364	5,222,668	4,981,304	0.048	0.210	1,046,074	6,268,742
1997	319,424	4,905,385	4,585,961	0.070	0.188	862,161	5,767,546
1998	266,614	4,857,945	4,591,331	0.058	0.200	918,266	5,776,211
1999	131,985	4,620,559	4,488,574	0.029	0.229	1,027,883	5,648,442
2000	2,610,859	7,238,845	4,627,986	0.564	-0.306	-1,416,164	5,822,681
2001	207,029	4,453,634	4,246,605	0.049	0.209	887,540	5,341,174
2002	123,349	3,777,554	3,654,205	0.034	0.224	818,542	4,596,096
2003	366,461	3,679,326	3,312,865	0.111	0.147	486,991	4,166,317
2004	302,626	3,650,577	3,347,951	0.090	0.168	562,456	4,213,033
2005	586,062	3,913,505	3,327,443	0.176	0.082	272,850	4,186,355
2006	229,401	3,432,787	3,203,386	0.072	0.186	595,830	4,028,617
2007	604,157	3,289,222	2,685,065	0.225	0.033	88,607	3,377,829
2008	168,120	4,015,379	3,847,259	0.044	0.214	823,313	4,838,692
2009	138,726	2,549,949	2,411,223	0.058	0.200	482,245	3,032,194
2010	432,752	2,831,835	2,399,083	0.180	0.078	187,128	3,018,963
2011	206,459	2,718,135	2,511,676	0.082	0.176	442,055	3,160,190
2012	2,005,829	5,521,878	3,516,049	0.570	-0.312	-1,097,007	4,424,871
2013	19,704,740	22,985,649	3,280,909	6.006	-5.748	-18,858,665	4,126,984
2014	332,883	3,152,878	2,819,995	0.118	0.140	394,799	3,547,677
2015	153,128	2,848,777	2,695,649	0.057	0.201	541,825	3,390,602
2016	340,530	2,610,300	2,269,770	0.150	0.108	245,135	2,855,435
2017	290,566	3,671,249	3,380,683	0.086	0.172	581,477	4,252,726
2018	383,751	4,417,350	4,033,599	0.095	0.163	657,477	5,074,827

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.258

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
NEW JERSEY

PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG(4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	90,861	9,351,599	9,260,738	0.010	0.228	2,111,448	11,463,047
1988	103,122	9,105,985	9,002,863	0.011	0.227	2,043,650	11,149,635
1989	151,608	9,043,788	8,892,180	0.017	0.221	1,965,172	11,008,960
1990	369,772	8,857,155	8,487,383	0.044	0.194	1,646,552	10,503,707
1991	239,846	7,609,740	7,369,894	0.033	0.205	1,510,828	9,120,568
1992	434,800	7,413,402	6,978,602	0.062	0.176	1,228,234	8,641,636
1993	2,196,392	9,150,380	6,953,988	0.316	-0.078	-542,411	8,607,969
1994	298,302	6,876,341	6,578,039	0.045	0.193	1,269,562	8,145,903
1995	288,136	7,680,987	7,392,851	0.039	0.199	1,471,177	9,152,164
1996	514,246	7,165,523	6,651,277	0.077	0.161	1,070,856	8,236,379
1997	576,833	7,044,024	6,467,191	0.089	0.149	963,611	8,007,635
1998	489,493	6,410,537	5,921,044	0.083	0.155	917,762	7,328,299
1999	271,647	4,880,139	4,608,492	0.059	0.179	824,920	5,705,059
2000	2,264,351	7,856,972	5,592,621	0.405	-0.167	-933,968	6,923,004
2001	344,026	4,663,897	4,319,871	0.080	0.158	682,540	5,346,437
2002	245,534	4,427,984	4,182,450	0.059	0.179	748,659	5,176,643
2003	905,286	4,121,949	3,216,663	0.281	-0.043	-138,317	3,983,632
2004	527,680	4,205,694	3,678,014	0.143	0.095	349,411	4,555,105
2005	622,592	3,744,653	3,122,061	0.199	0.039	121,760	3,866,413
2006	749,205	3,759,845	3,010,640	0.249	-0.011	-33,117	3,726,728
2007	1,100,829	4,191,486	3,090,657	0.356	-0.118	-364,698	3,826,788
2008	630,298	2,906,255	2,275,957	0.277	-0.039	-88,762	2,817,493
2009	265,348	2,593,332	2,327,984	0.114	0.124	288,670	2,882,002
2010	809,267	2,876,685	2,067,418	0.391	-0.153	-316,315	2,560,370
2011	438,955	3,530,849	3,091,894	0.142	0.096	296,822	3,827,671
2012	1,823,324	5,646,222	3,822,898	0.477	-0.239	-913,673	4,732,549
2013	8,725,692	11,515,116	2,789,424	3.128	-2.890	-8,061,435	3,453,681
2014	645,341	3,067,622	2,422,281	0.266	-0.028	-67,824	2,999,798
2015	453,814	2,787,028	2,333,214	0.195	0.043	100,328	2,887,356
2016	249,129	2,569,731	2,320,602	0.107	0.131	303,999	2,873,730
2017	491,439	2,652,440	2,161,001	0.227	0.011	23,771	2,676,211
2018	523,939	3,150,297	2,626,358	0.199	0.039	102,428	3,252,725

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.238

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

COLUMN (1)
OTC WIND AND
WATER LOSSES

Dollar amount of Other Than Collision losses resulting from the perils of Wind and Water (Type of Loss Codes 06 & 07).

COLUMN (2)
OTC TOTAL
LOSSES

Dollar amount of Other Than Collision losses resulting from all perils.

COLUMN (3)
OTC LOSSES
OTHER THAN
WIND AND WATER

Dollar amount of Other Than Collision losses resulting from all perils other than Wind and Water. Column (2) - Column (1).

COLUMN (4)
WIND AND WATER
TO NON-WIND AND
WATER RATIO

Ratio of Wind and Water losses to Non-Wind and Water losses.
Column (1) ÷ Column (3)

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

Variation from the long term average Wind and Water to non-Wind and Water ratio.
Avg (4) - Column (4).

COLUMN (6)
WIND AND WATER
ADJUSTMENT

Wind and Water loss adjustment to bring experience to average Wind and Water level.
Column (3) * Column (5).

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

Column (2) + Column (6).

TERRITORIAL WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

The statewide Wind and Water procedure removes the actual Wind and Water losses that occur in a given year and replaces them with an expected Wind and Water provision. The territorial excess Wind and Water procedure distributes the statewide expected Wind and Water loss provision to the individual territories in proportion to each territory's long-term Wind and Water loss experience.

DESCRIPTION OF
TERRITORIAL WIND
AND WATER
PROCEDURE

The first step is to calculate long term Wind and Water to non-Wind and Water ratios by territory. The earliest year of historical Wind and Water experience available for Commercial Auto is 1987. As a new year becomes available, it is added to the procedure. For each year, the territorial ratios are calculated as Wind and Water losses divided by non-Wind and Water losses. An average is then taken of all the ratios for each territory to get the long term Wind and Water to non-Wind and Water ratio.

One potential problem with the average ratios is that a high Wind and Water ratio for one year can distort the average ratio for that territory. To mitigate the effect of unusually large ratios, the ratios are capped at 10 times the statewide median of the Wind and Water ratios before calculating the average. (The statewide median ratio is subject to a minimum value of 0.05.)

The territorial capped average Wind and Water ratios are multiplied by the latest 5 years non-Wind and Water losses for each territory to get the territorial expected Wind and Water losses. The territorial expected Wind and Water losses are divided by the statewide total expected Wind and Water losses to get the territorial expected Wind and Water distribution.

The statewide wind provision is calculated for each year from the statewide procedure by subtracting the non-Wind and Water losses from the total adjusted losses. The individual territorial Wind and Water provisions are then calculated by distributing the statewide wind provision to the territories based on the expected Wind and Water distribution.

Territorial adjusted total losses = territorial Wind and Water provision + territorial non-Wind and Water losses

Because the actual Wind and Water losses are replaced with an expected Wind and Water provision, the number of Wind and Water claims must be adjusted. The territorial Wind and Water provision is divided by the territory's average Wind and Water claim cost to produce the adjusted number of Wind and Water claims. The adjusted Wind and Water claims are added to the non-Wind and Water claims, resulting in the total adjusted claims.

A sample of the territory Wind and Water procedure is shown on the following page.

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

In order to develop 'Wind and Water Provisions' by territory, the statewide provision is distributed using each territory's 'expected' wind and water losses. This procedure is illustrated in the following example:

Territory	(1) Long-Term Capped* Ratio of Wind & Water to Non-Wind & Water Losses	(2) Non-Wind & Water Losses for Latest Five Years	(3) 'Expected' Wind & Water Losses for Latest Five Years (1) x (2)	(4) 'Expected' Wind & Water Distribution (3) / Total (3)
A	.250	500,000	125,000	.500
B	.750	100,000	75,000	.300
C	.200	250,000	50,000	.200

Territory	(5) Statewide Wind Provision for Year 20XX **	(6) Territory Wind Provision for Year 20XX (4) x (5)	(7) Non-Wind & Water Losses for Year 20XX	(8) Adjusted Total Losses for Year 20XX (6) + (7)
A	100,000	50,000	150,000	200,000
B		30,000	50,000	80,000
C		20,000	80,000	100,000

Territory	(9) Non-Wind & Water Claims for Year 20XX	(10) Five-Year Average Wind & Water Claim Cost	(11) Adjusted Wind & Water Claims for Year 20XX (6) / (10)	(12) Total Adjusted Claims for Year 20XX (9) + (11)
A	200	500	100	300
B	100	400	75	175
C	150	400	50	200

* Average of yearly capped ratios of wind & water to non-wind & water losses, based on territory experience capped at 10 times the statewide median wind & water to non-wind & water ratio. The statewide median ratio is subject to a minimum value of 0.05.

** The Statewide Wind Provision for year 20XX = Total Adjusted Losses for Year 20XX - Non-Wind & Water Losses for Year 20XX

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

SUMMARY OF PROSPECTIVE LOSS COST LEVEL CHANGES
STATEWIDE LOSS COST LEVEL CHANGES (A)

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
TRUCKS, TRACTORS & TRAILERS (D)		
Liability		
Single Limit Liability	\$ 231,526,911	4.5%
Physical Damage		
Other Than Collision	6,523,874	N.C.
Collision	23,528,616	-3.3%
Combined	30,052,490	-2.6%
Total Trucks, Tractors & Trailers	261,579,401	3.7%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	48,789,736	N.C.
Personal Injury Protection	3,089,938	-6.7%
Combined	51,879,674	-0.4%
Physical Damage		
Other Than Collision	3,954,394	7.5%
Collision	13,680,429	N.C.
Combined	17,634,823	1.7%
Total Private Passenger Types	69,514,497	0.1%
GRAND TOTAL ALL COVERAGES	331,093,898	2.9%
TOTAL LIABILITY	283,406,585	3.6%
TOTAL PHYSICAL DAMAGE	47,687,313	-1.0%

(A) An implementation date of 01/01/2020 is assumed for purposes of trending.

(B) Accident Year ending 06/30/2018 Aggregate Loss Cost at Current Level for all coverages. The Liability loss costs are on a Total Limits basis.

(C) Loss Cost changes are calculated on a \$100,000 CSL Basic Limits basis for Liability and on an all deductibles combined basis for Physical Damage.

(D) For Liability, Personal Injury Protection and Physical Damage, classes related to Trucks, Tractors & Trailers, such as the Public Automobile classes, are impacted by the Trucks, Tractors & Trailers loss cost level changes.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	8.3%	0.0%
102	6.2%	0.0%
103	7.0%	0.0%
104	6.9%	33.3%
105	5.6%	0.0%
106	4.2%	0.0%
107	4.1%	0.0%
108	10.5%	0.0%
110	6.0%	0.0%
111	8.6%	0.0%
112	-0.1%	0.0%
113	3.2%	0.0%
114	7.2%	0.0%
115	4.7%	0.0%
116	3.5%	0.0%
117	6.2%	0.0%
119	0.8%	0.0%
122	7.5%	50.0%
123	7.2%	0.0%
124	1.7%	50.0%
125	-0.3%	0.0%
126	0.8%	0.0%
127	6.1%	50.0%
131	5.8%	0.0%
138	4.1%	0.0%
139	3.9%	0.0%
140	-0.3%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision	
101		-5.5%	
102		-2.5%	
103		-5.8%	
104		0.0%	
105		-2.7%	
106		-8.2%	
107		-3.7%	
108		3.4%	
110		-6.3%	
111		0.0%	
112		0.4%	
113		-4.1%	
114		-3.4%	
115		-6.3%	
116		-4.8%	
117		-4.6%	
119		-1.4%	
122		-2.5%	
123		-8.1%	
124		-6.3%	
125		0.0%	
126		-0.9%	
127		-4.0%	
131		-1.2%	
138		-1.4%	
139		-3.2%	
140		-4.8%	

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	\$500 Med Pay (a)	Physical Damage		Specified Causes of Loss (d)
			Comprehensive (b)	Collision (c)	
101	1527	3	129	275	121
102	1124	2	121	348	113
103	1061	3	112	245	105
104	1145	4	138	302	129
105	947	2	119	257	111
106	640	2	84	247	79
107	972	2	103	234	96
108	999	3	128	272	120
110	782	3	75	222	70
111	1150	3	128	240	120
112	838	3	90	244	84
113	741	3	95	212	89
114	612	2	76	227	71
115	598	2	86	236	80
116	624	3	65	200	61
117	638	2	80	227	75
119	762	2	117	276	110
122	1286	3	118	351	110
123	1246	2	137	385	128
124	874	3	104	252	97
125	609	2	92	234	86
126	476	3	97	228	91
127	577	3	76	216	71
131	706	3	109	242	102
138	1131	4	119	274	111
139	793	3	97	240	91
140	792	2	104	256	97

- (a) The loss costs for medical payments have been calculated by multiplying a relativity by the Trucks, Tractors, and Trailers CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.
- (c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.
- (d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.936 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	<u>SUBJECT TO NO FAULT</u>		<u>NOT SUBJECT TO NO FAULT</u>	
	\$100,000 CSL Liability (a)	PIP	\$100,000 CSL Liability (a)	\$500 Med Pay (a)
101		-9.4%		
102		-7.4%		
103		-5.6%		
104		-6.7%		
105		-7.0%		
106		-3.0%		
107		-7.4%		
108		-7.1%		
110		-8.0%		
111		-2.7%		
112		-3.3%		
113		-7.1%		
114		-3.9%		
115		-4.9%		
116		-10.0%		
117		-9.9%		
119		-7.5%		
122		-6.9%		
123		-6.5%		
124		-7.7%		
125		-7.0%		
126		-6.4%		
127		-7.7%		
131		-7.1%		
138		-6.9%		
139		-4.1%		
140		-6.3%		

(a) For Private Passenger Types Liability, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Physical Damage	
	Comprehensive	Collision (a)
101	5.6%	
102	4.1%	
103	9.5%	
104	4.5%	
105	6.8%	
106	4.2%	
107	7.2%	
108	14.7%	
110	10.3%	
111	2.1%	
112	6.8%	
113	6.8%	
114	6.8%	
115	11.8%	
116	5.3%	
117	8.7%	
119	7.3%	
122	13.2%	
123	7.1%	
124	6.3%	
125	8.2%	
126	9.3%	
127	10.5%	
131	1.9%	
138	7.4%	
139	8.1%	
140	4.9%	

(a) For Private Passenger Types Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	<u>SUBJECT TO NO FAULT</u>		<u>NOT SUBJECT TO NO FAULT</u>		Physical Damage	
	Liability \$100,000 CSL	PIP	Liability \$100,000 CSL	\$500 Med Pay (a)	Comprehensive (b)	Collision (c)
101	1082	232	1552	10	151	508
102	968	126	1394	9	204	623
103	738	135	1069	7	92	423
104	851	125	1233	8	117	446
105	677	119	972	6	158	471
106	436	65	631	4	74	313
107	773	88	1172	7	149	406
108	587	78	846	5	117	468
110	519	81	745	5	75	411
111	732	108	1056	7	99	459
112	519	87	743	5	63	340
113	616	143	912	6	78	355
114	437	73	632	4	63	308
115	428	58	607	4	76	307
116	460	63	660	4	99	363
117	509	64	739	5	87	345
119	837	99	1213	8	103	547
122	952	108	1365	9	146	520
123	655	72	945	6	105	418
124	612	60	886	6	101	452
125	431	53	618	4	92	361
126	324	44	470	3	117	300
127	466	108	672	4	63	323
131	514	65	739	5	106	466
138	693	134	997	6	131	548
139	486	47	699	4	80	378
140	614	60	883	6	85	413

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Private Passenger Types CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).

(b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	8.3%	12.5%
102	6.2%	8.3%
103	7.0%	0.0%
104	6.9%	0.0%
105	5.6%	10.0%
106	4.2%	0.0%
107	4.1%	0.0%
108	10.5%	9.1%
110	6.0%	0.0%
111	8.6%	8.3%
112	-0.2%	0.0%
113	3.2%	12.5%
114	7.1%	0.0%
115	4.7%	0.0%
116	3.4%	0.0%
117	6.1%	0.0%
119	0.8%	0.0%
122	7.5%	7.1%
123	7.2%	7.1%
124	1.7%	0.0%
125	-0.3%	0.0%
126	0.8%	0.0%
127	6.1%	16.7%
131	5.8%	0.0%
138	4.2%	0.0%
139	3.9%	0.0%
140	-0.3%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	Physical Damage Comprehensive (a)	Collision	Specified Causes of Loss (a)
101		-5.7%	
102		-2.4%	
103		-5.8%	
104		0.0%	
105		-2.7%	
106		-8.2%	
107		-3.9%	
108		3.3%	
110		-6.3%	
111		0.0%	
112		0.3%	
113		-4.3%	
114		-3.4%	
115		-6.3%	
116		-4.9%	
117		-4.6%	
119		-1.4%	
122		-2.4%	
123		-8.1%	
124		-6.4%	
125		0.0%	
126		-0.7%	
127		-4.2%	
131		-1.3%	
138		-1.4%	
139		-3.2%	
140		-5.0%	

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL (a)	\$500 Med Pay (b)	Physical Damage Comprehensive (c)	Collision (d)	Specified Causes of Loss (e)
101	2291	18	132	349	123
102	1686	13	123	442	115
103	1592	12	114	311	107
104	1718	13	141	384	132
105	1421	11	121	326	113
106	960	7	86	314	81
107	1458	11	105	297	98
108	1499	12	131	345	122
110	1173	9	77	282	71
111	1725	13	131	305	122
112	1257	10	92	310	86
113	1112	9	97	269	91
114	918	7	78	288	72
115	897	7	88	300	82
116	936	7	66	254	62
117	957	7	82	288	77
119	1143	9	119	351	112
122	1929	15	120	446	112
123	1869	15	140	489	131
124	1311	10	106	320	99
125	914	7	94	297	88
126	714	6	99	290	93
127	866	7	78	274	72
131	1059	8	111	307	104
138	1697	13	121	348	113
139	1190	9	99	305	93
140	1188	9	106	325	99

- (a) The loss costs for Van Pools have been calculated by a relativity of 1.50 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Van Pools CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	8.3%	8.8%
102	6.2%	5.9%
103	7.0%	6.3%
104	6.9%	5.8%
105	5.6%	7.0%
106	4.2%	3.3%
107	4.1%	4.4%
108	10.5%	9.1%
110	5.9%	5.6%
111	8.6%	9.8%
112	-0.1%	0.0%
113	3.2%	2.9%
114	7.2%	7.1%
115	4.7%	3.6%
116	3.5%	3.4%
117	6.2%	6.9%
119	0.8%	0.0%
122	7.5%	6.9%
123	7.2%	7.1%
124	1.7%	0.0%
125	-0.3%	-3.3%
126	0.9%	0.0%
127	6.0%	7.7%
131	5.9%	6.3%
138	4.1%	3.8%
139	3.9%	2.7%
140	-0.3%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Physical Damage Comprehensive (a)	Collision	Specified Causes of Loss (a)
101		-5.7%	
102		-2.4%	
103		-5.8%	
104		0.0%	
105		-2.7%	
106		-8.2%	
107		-3.9%	
108		3.3%	
110		-6.3%	
111		0.0%	
112		0.3%	
113		-4.3%	
114		-3.4%	
115		-6.3%	
116		-4.9%	
117		-4.6%	
119		-1.4%	
122		-2.4%	
123		-8.1%	
124		-6.4%	
125		0.0%	
126		-0.7%	
127		-4.2%	
131		-1.3%	
138		-1.4%	
139		-3.2%	
140		-5.0%	

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL (a)	\$500 Med Pay (b)	Physical Damage Comprehensive (c)	Collision (d)	Specified Causes of Loss (e)
101	9467	74	132	349	123
102	6969	54	123	442	115
103	6578	51	114	311	107
104	7099	55	141	384	132
105	5871	46	121	326	113
106	3968	31	86	314	81
107	6026	47	105	297	98
108	6194	48	131	345	122
110	4848	38	77	282	71
111	7130	56	131	305	122
112	5196	41	92	310	86
113	4594	36	97	269	91
114	3794	30	78	288	72
115	3708	29	88	300	82
116	3869	30	66	254	62
117	3956	31	82	288	77
119	4724	37	119	351	112
122	7973	62	120	446	112
123	7725	60	140	489	131
124	5419	42	106	320	99
125	3776	29	94	297	88
126	2951	23	99	290	93
127	3577	28	78	274	72
131	4377	34	111	307	104
138	7012	55	121	348	113
139	4917	38	99	305	93
140	4910	38	106	325	99

- (a) The loss costs for Taxis and Limousines have been calculated by a relativity of 6.20 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Taxis and Limousines CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	8.2%	0.0%
102	6.2%	0.0%
103	7.0%	0.0%
104	7.0%	0.0%
105	5.7%	0.0%
106	4.1%	0.0%
107	4.1%	33.3%
108	10.5%	0.0%
110	5.9%	0.0%
111	8.8%	0.0%
112	0.0%	0.0%
113	3.3%	0.0%
114	7.3%	0.0%
115	4.8%	0.0%
116	3.3%	0.0%
117	6.0%	0.0%
119	0.7%	0.0%
122	7.4%	20.0%
123	7.2%	20.0%
124	1.9%	0.0%
125	-0.3%	0.0%
126	0.8%	0.0%
127	6.0%	0.0%
131	5.7%	0.0%
138	4.2%	0.0%
139	3.8%	0.0%
140	-0.2%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Physical Damage Comprehensive (a)	Collision	Specified Causes of Loss (a)
101		-5.3%	
102		-2.6%	
103		-5.9%	
104		0.0%	
105		-2.9%	
106		-8.0%	
107		-3.8%	
108		3.5%	
110		-6.5%	
111		0.0%	
112		0.6%	
113		-4.2%	
114		-3.3%	
115		-6.7%	
116		-5.1%	
117		-4.5%	
119		-1.6%	
122		-2.6%	
123		-8.1%	
124		-6.3%	
125		0.0%	
126		-1.3%	
127		-4.1%	
131		-1.3%	
138		-1.7%	
139		-3.1%	
140		-5.1%	

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL (a)	\$500 Med Pay (b)	Physical Damage Comprehensive (c)	Collision (d)	Specified Causes of Loss (e)
101	840	4	90	179	85
102	618	4	85	226	79
103	584	4	78	159	74
104	630	4	97	196	90
105	521	4	83	167	78
106	352	3	59	161	55
107	535	4	72	152	67
108	549	4	90	177	84
110	430	3	53	144	49
111	633	4	90	156	84
112	461	3	63	159	59
113	408	3	67	138	62
114	337	3	53	148	50
115	329	3	60	153	56
116	343	3	46	130	43
117	351	3	56	148	53
119	419	3	82	179	77
122	707	6	83	228	77
123	685	6	96	250	90
124	481	4	73	164	68
125	335	3	64	152	60
126	262	3	68	148	64
127	317	3	53	140	50
131	388	3	76	157	71
138	622	5	83	178	78
139	436	3	68	156	64
140	436	3	73	166	68

- (a) The loss costs for School and Church Buses have been calculated by a relativity of 0.55 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the School and Church Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	8.3%	10.0%
102	6.2%	5.6%
103	6.9%	11.8%
104	6.9%	5.6%
105	5.6%	5.6%
106	4.2%	0.0%
107	4.1%	5.9%
108	10.5%	5.6%
110	6.0%	6.3%
111	8.6%	11.1%
112	-0.1%	0.0%
113	3.2%	0.0%
114	7.2%	7.1%
115	4.7%	7.1%
116	3.5%	7.1%
117	6.1%	6.7%
119	0.8%	0.0%
122	7.5%	4.0%
123	7.2%	8.3%
124	1.7%	6.3%
125	-0.3%	0.0%
126	0.8%	0.0%
127	6.1%	7.1%
131	5.8%	6.7%
138	4.1%	5.6%
139	3.9%	6.3%
140	-0.2%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage Comprehensive (a)	Collision	Specified Causes of Loss (a)
101		-5.3%	
102		-2.6%	
103		-5.9%	
104		0.0%	
105		-2.9%	
106		-8.0%	
107		-3.8%	
108		3.5%	
110		-6.5%	
111		0.0%	
112		0.6%	
113		-4.2%	
114		-3.3%	
115		-6.7%	
116		-5.1%	
117		-4.5%	
119		-1.6%	
122		-2.6%	
123		-8.1%	
124		-6.3%	
125		0.0%	
126		-1.3%	
127		-4.1%	
131		-1.3%	
138		-1.7%	
139		-3.1%	
140		-5.1%	

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL (a)	\$500 Med Pay (b)	Physical Damage Comprehensive (c)	Collision (d)	Specified Causes of Loss (e)
101	5803	22	90	179	85
102	4271	19	85	226	79
103	4032	19	78	159	74
104	4351	19	97	196	90
105	3599	19	83	167	78
106	2432	15	59	161	55
107	3694	18	72	152	67
108	3796	19	90	177	84
110	2972	17	53	144	49
111	4370	20	90	156	84
112	3184	16	63	159	59
113	2816	16	67	138	62
114	2326	15	53	148	50
115	2272	15	60	153	56
116	2371	15	46	130	43
117	2424	16	56	148	53
119	2896	16	82	179	77
122	4887	26	83	228	77
123	4735	26	96	250	90
124	3321	17	73	164	68
125	2314	15	64	152	60
126	1809	14	68	148	64
127	2193	15	53	140	50
131	2683	16	76	157	71
138	4298	19	83	178	78
139	3013	17	68	156	64
140	3010	11	73	166	68

- (a) The loss costs for All Other Buses have been calculated by a relativity of 3.80 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the All Other Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/16	\$121,433,092	\$135,785,491	1.118	20%	9,023
06/30/17	\$125,444,313	\$130,783,408	1.043	30%	8,938
06/30/18	\$127,633,358	\$129,670,231	1.016	50%	8,531

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). 1.045

(7) EXPECTED EXPERIENCE RATIO (D). 1.045

(8) CREDIBILITY (E). 1.00

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.00 - (8))). 1.045

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). 4.5%

(11) FILED CHANGE. 4.5%

(A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.

(B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.

(C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.

(D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).

(E) CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
TRUCKS, TRACTORS, AND TRAILERS
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES	06/30/16 06/30/17 06/30/18	\$60,641,541 \$47,990,658 \$32,157,975	\$33,730,817 \$34,355,578 \$32,446,806	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	06/30/16 06/30/17 06/30/18	\$71,904,191 \$71,503,681 \$74,809,097	\$37,252,314 \$38,282,421 \$38,939,412	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		4.5%	4.4%	4.5%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	06/30/16 06/30/17 06/30/18	\$89,592,622 \$85,303,891 \$85,357,180	\$46,192,869 \$45,479,516 \$44,313,051	\$135,785,491 \$130,783,408 \$129,670,231

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:	B.I. 1.075	P.D. 1.100
2 - LOSS DEVELOPMENT FACTORS:		
YEAR ENDING	B.I.	P.D.
06/30/16	1.103	1.004
06/30/17	1.386	1.013
06/30/18	2.164	1.091

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/16	1/1/16	5.000
06/30/17	1/1/17	4.000
06/30/18	1/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - TRUCKS, TRACTORS AND TRAILERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE	ACCIDENT YEAR	(1)	(2)	(3)	(4)	(5)
O.T.C	ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/14	\$5,834,928	\$6,438,253	1.103	10%	890
	06/30/15	\$5,728,510	\$5,750,900	1.004	15%	871
	06/30/16	\$6,137,698	\$4,526,986	0.738	20%	778
	06/30/17	\$6,456,757	\$6,306,416	0.977	25%	921
	06/30/18	\$6,523,874	\$7,228,552	1.108	30%	1,083
COLL.	06/30/16	\$21,780,817	\$21,518,466	0.988	20%	2,455
	06/30/17	\$22,951,981	\$21,347,212	0.930	30%	2,482
	06/30/18	\$23,528,616	\$23,031,147	0.979	50%	2,710

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	0.985	0.967
(7)	EXPECTED EXPERIENCE RATIO (D).	1.059	1.030
(8)	CREDIBILITY (E).	0.60	1.00
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.015	0.967
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	1.5%	-3.3%
(11)	FILED CHANGE.	N.C.	-3.3%

- (A) TRUCK, TRACTOR AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
TRUCKS, TRACTORS AND TRAILERS
AUTOMOBILE PHYSICAL DAMAGE INSURANCE
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/14	\$3,547,677	----
	06/30/15	\$3,390,601	----
	06/30/16	\$2,855,440	\$15,298,517
	06/30/17	\$4,252,726	\$15,930,738
	06/30/18	\$5,074,829	\$18,396,375
(2) DEVELOPED LOSSES AND	06/30/14	\$4,008,875	----
ALL LOSS ADJUSTMENT	06/30/15	\$3,831,379	----
EXPENSES (A)	06/30/16	\$3,226,647	\$17,270,037
	06/30/17	\$4,810,386	\$17,893,724
	06/30/18	\$5,900,859	\$20,185,055
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		7.0%	4.5%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/14	\$6,438,253	----
ALL LOSS ADJUSTMENT	06/30/15	\$5,750,900	----
EXPENSES (B)	06/30/16	\$4,526,986	\$21,518,466
	06/30/17	\$6,306,416	\$21,347,212
	06/30/18	\$7,228,552	\$23,031,147

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

O.T.C	COLL.
1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
06/30/14	1.000	----
06/30/15	1.000	----
06/30/16	1.000	0.999
06/30/17	1.001	0.994
06/30/18	1.029	0.971

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	1/1/14	7.000	----
06/30/15	1/1/15	6.000	----
06/30/16	1/1/16	5.000	5.000
06/30/17	1/1/17	4.000	4.000
06/30/18	1/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
TRUCKS, TRACTORS AND TRAILERS
AUTOMOBILE PHYSICAL DAMAGE INSURANCE
DETERMINATION OF PHYSICAL DAMAGE TRENDED
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	06/30/14	\$5,443,030	---
AT CURRENT LEVEL	06/30/15	\$5,394,077	---
	06/30/16	\$5,839,865	\$20,223,600
	06/30/17	\$6,202,456	\$21,632,404
	06/30/18	\$6,333,858	\$22,493,897
(2) SELECTED ANNUAL OCN			
TREND (SEE TREND		1.0%	1.5%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	06/30/14	\$5,834,928	---
LOSS COSTS AT	06/30/15	\$5,728,510	---
CURRENT LEVEL (A)	06/30/16	\$6,137,698	\$21,780,817
	06/30/17	\$6,456,757	\$22,951,981
	06/30/18	\$6,523,874	\$23,528,616
(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) * ((1.0 + (2)) ** N),			
WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF			
WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF			
01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC			
AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	7/1/13	7.000	-----
06/30/15	7/1/14	6.000	-----
06/30/16	7/1/15	5.000	5.000
06/30/17	7/1/16	4.000	4.000
06/30/18	7/1/17	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/16	\$28,432,804	\$32,274,980	1.135	20%	2,349
06/30/17	\$27,588,620	\$27,987,174	1.014	30%	2,149
06/30/18	\$26,970,556	\$23,873,054	0.885	50%	1,823
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.974
(7)	EXPECTED EXPERIENCE RATIO (D).				1.045
(8)	CREDIBILITY (E).				0.70
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).				0.995
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				-0.5%
(11)	FILED CHANGE.				N.C.
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
PRIVATE PASSENGER TYPES
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	06/30/16	\$14,887,351	\$7,856,250	
ALLOCATED LOSS	06/30/17	\$10,109,825	\$7,778,052	
ADJUSTMENT EXPENSES	06/30/18	\$5,752,912	\$6,199,078	
 (2) DEVELOPED LOSSES AND	06/30/16	\$17,268,211	\$8,676,443	
ALL LOSS ADJUSTMENT	06/30/17	\$14,845,773	\$8,649,972	
EXPENSES (A)	06/30/18	\$13,475,765	\$7,466,789	
 (3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		4.5%	4.4%	4.5%
EXHIBIT IN SECTION C)				
 (4) TRENDED LOSSES AND	06/30/16	\$21,516,191	\$10,758,789	\$32,274,980
ALL LOSS ADJUSTMENT	06/30/17	\$17,711,007	\$10,276,167	\$27,987,174
EXPENSES (B)	06/30/18	\$15,375,848	\$8,497,206	\$23,873,054

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:	B.I. 1.075	P.D. 1.100
2 - LOSS DEVELOPMENT FACTORS:		
YEAR ENDING	B.I.	P.D.
06/30/16	1.079	1.004
06/30/17	1.366	1.011
06/30/18	2.179	1.095

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/16	1/1/16	5.000
06/30/17	1/1/17	4.000
06/30/18	1/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

(1)	(2)	(3)	(4)	(5)	
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/14	\$3,605,098	\$4,040,452	1.121	10%	179
06/30/15	\$3,480,952	\$2,543,527	0.731	15%	147
06/30/16	\$3,358,477	\$3,412,198	1.016	20%	157
06/30/17	\$3,231,947	\$2,170,436	0.672	25%	123
06/30/18	\$3,089,938	\$1,951,152	0.631	30%	116

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). 0.782

(7) EXPECTED EXPERIENCE RATIO (D). 1.033

(8) CREDIBILITY (E). 0.40

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.000 - (8))). 0.933

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). -6.7%

(11) FILED CHANGE. -6.7%

(A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.

(B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.

(C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.

(D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).

(E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 4,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
PRIVATE PASSENGER TYPES
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	06/30/14	\$2,994,869
ALLOCATED LOSS	06/30/15	\$1,985,101
ADJUSTMENT EXPENSES	06/30/16	\$2,729,117
	06/30/17	\$1,753,330
	06/30/18	\$1,565,616
 (2) DEVELOPED LOSSES AND	06/30/14	\$3,219,484
ALL LOSS ADJUSTMENT	06/30/15	\$2,093,438
EXPENSES (A)	06/30/16	\$2,901,529
	06/30/17	\$1,905,563
	06/30/18	\$1,770,555
 (3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.3%
EXHIBIT IN SECTION C)		
 (4) TRENDED LOSSES AND	06/30/14	\$4,040,452
ALL LOSS ADJUSTMENT	06/30/15	\$2,543,527
EXPENSES (B)	06/30/16	\$3,412,198
	06/30/17	\$2,170,436
	06/30/18	\$1,951,152

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.075
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	PIP
06/30/14	1.000
06/30/15	0.981
06/30/16	0.989
06/30/17	1.011
06/30/18	1.052

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/14	1/1/14	7.000
06/30/15	1/1/15	6.000
06/30/16	1/1/16	5.000
06/30/17	1/1/17	4.000
06/30/18	1/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE	ACCIDENT YEAR	(1)	(2)	(3)	(4)	(5)
O.T.C	ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/14	\$4,582,162	\$5,443,972	1.188	10%	1,191
	06/30/15	\$4,342,874	\$4,897,329	1.128	15%	1,005
	06/30/16	\$4,369,799	\$4,555,978	1.043	20%	967
	06/30/17	\$4,263,022	\$3,968,584	0.931	25%	881
	06/30/18	\$3,954,394	\$4,606,141	1.165	30%	866
COLL.	06/30/16	\$14,449,514	\$14,288,946	0.989	20%	2,376
	06/30/17	\$14,193,956	\$13,988,929	0.986	30%	2,215
	06/30/18	\$13,680,429	\$13,363,345	0.977	50%	2,190

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.080	0.983
(7)	EXPECTED EXPERIENCE RATIO (D).	1.059	1.039
(8)	CREDIBILITY (E).	0.75	1.00
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.075	0.983
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	7.5%	-1.7%
(11)	FILED CHANGE.	7.5%	N.C.

- (A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
PRIVATE PASSENGER TYPES
AUTOMOBILE PHYSICAL DAMAGE INSURANCE
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/14	\$2,999,797	----
	06/30/15	\$2,887,355	----
	06/30/16	\$2,873,727	\$10,158,702
	06/30/17	\$2,676,211	\$10,460,535
	06/30/18	\$3,252,723	\$10,944,631
(2) DEVELOPED LOSSES AND	06/30/14	\$3,389,771	----
ALL LOSS ADJUSTMENT	06/30/15	\$3,262,711	----
EXPENSES (A)	06/30/16	\$3,247,312	\$11,467,854
	06/30/17	\$3,027,143	\$11,725,841
	06/30/18	\$3,760,115	\$11,711,959
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		7.0%	4.5%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/14	\$5,443,972	----
ALL LOSS ADJUSTMENT	06/30/15	\$4,897,329	----
EXPENSES (B)	06/30/16	\$4,555,978	\$14,288,946
	06/30/17	\$3,968,584	\$13,988,929
	06/30/18	\$4,606,141	\$13,363,345

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

O.T.C	COLL.
1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
06/30/14	1.000	-----
06/30/15	1.000	-----
06/30/16	1.000	0.999
06/30/17	1.001	0.992
06/30/18	1.023	0.947

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	1/1/14	7.000	-----
06/30/15	1/1/15	6.000	-----
06/30/16	1/1/16	5.000	5.000
06/30/17	1/1/17	4.000	4.000
06/30/18	1/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
PRIVATE PASSENGER TYPES
AUTOMOBILE PHYSICAL DAMAGE INSURANCE
DETERMINATION OF PHYSICAL DAMAGE TRENDED
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	06/30/14	\$4,274,405	----
AT CURRENT LEVEL	06/30/15	\$4,089,335	----
	06/30/16	\$4,157,754	\$14,028,654
	06/30/17	\$4,095,122	\$13,861,285
	06/30/18	\$3,839,217	\$13,438,535
(2) SELECTED ANNUAL OCN			
TREND (SEE TREND		1.0%	0.6%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	06/30/14	\$4,582,162	----
LOSS COSTS AT	06/30/15	\$4,342,874	----
CURRENT LEVEL (A)	06/30/16	\$4,369,799	\$14,449,514
	06/30/17	\$4,263,022	\$14,193,956
	06/30/18	\$3,954,394	\$13,680,429
(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) * ((1.0 + (2)) ** N),			
WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF			
WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF			
01/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC			
AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	7/1/13	7.000	-----
06/30/15	7/1/14	6.000	-----
06/30/16	7/1/15	5.000	5.000
06/30/17	7/1/16	4.000	4.000
06/30/18	7/1/17	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	2264	1774.51	2176.95	1.227	0.30	1.137	1.036	1,410	1,527	1,527	8.3%
102	2145	1359.45	1579.53	1.162	0.25	1.115	1.016	1,058	1,124	1,124	6.2%
103	6742	1142.09	1317.18	1.153	0.45	1.123	1.024	992	1,061	1,061	7.0%
104	4868	1258.06	1464.87	1.164	0.35	1.122	1.023	1,071	1,145	1,145	6.9%
105	381	1118.57	1335.89	1.194	0.10	1.109	1.011	897	947	947	5.6%
106	2869	632.42	681.97	1.078	0.20	1.095	0.998	614	640	640	4.2%
107	598	755.28	786.00	1.041	0.10	1.093	0.996	934	972	972	4.1%
108	2300	998.95	1338.15	1.340	0.25	1.159	1.057	904	999	999	10.5%
110	11280	772.59	867.93	1.123	0.50	1.111	1.013	738	782	782	6.0%
111	5928	1176.26	1399.80	1.190	0.45	1.140	1.039	1,059	1,150	1,150	8.6%
112	3140	897.12	805.05	0.897	0.25	1.049	0.956	839	838	838	-0.1%
113	3665	747.71	775.99	1.038	0.25	1.084	0.988	718	741	741	3.2%
114	19329	559.08	640.18	1.145	0.55	1.124	1.025	571	612	612	7.2%
115	9213	541.94	597.37	1.102	0.35	1.100	1.003	571	598	598	4.7%
116	7447	618.36	654.49	1.058	0.35	1.085	0.989	603	624	624	3.5%
117	8166	602.69	683.96	1.135	0.40	1.113	1.015	601	638	638	6.2%
119	276	814.21	238.65	0.293	0.05	1.059	0.965	756	762	762	0.8%
122	674	1452.44	1887.41	1.299	0.15	1.129	1.029	1,196	1,286	1,286	7.5%
123	1020	1245.81	1591.69	1.278	0.15	1.126	1.026	1,162	1,246	1,246	7.2%
124	2230	967.79	909.73	0.940	0.20	1.067	0.973	859	874	874	1.7%
125	23723	620.52	630.18	1.016	0.65	1.045	0.953	611	609	609	-0.3%
126	14591	445.69	450.64	1.011	0.45	1.059	0.965	472	476	476	0.8%
127	27698	535.70	600.07	1.120	0.65	1.113	1.015	544	577	577	6.1%
131	2487	695.81	804.34	1.156	0.20	1.110	1.012	667	706	706	5.8%
138	468	1246.18	1294.46	1.039	0.10	1.093	0.996	1,086	1,131	1,131	4.1%
139	3447	783.72	833.21	1.063	0.25	1.090	0.994	763	793	793	3.9%
140	11297	850.29	847.44	0.997	0.50	1.048	0.955	794	792	792	-0.3%
SW	178246	716.05	787.26	1.099		1.097					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 4.5 PERCENT.

** PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
PRIVATE PASSENGER TYPES NOT SUBJECT TO NO FAULT

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST
								PRES	IND*
101	690	1154.37	798.76	0.692	0.10	1.013	0.966	1,552	1,491
102	377	1034.49	936.60	0.905	0.10	1.035	0.987	1,394	1,369
103	1625	779.21	893.98	1.147	0.20	1.069	1.019	1,069	1,084
104	1086	900.90	965.33	1.072	0.15	1.052	1.003	1,233	1,231
105	98	705.46	697.02	0.988	0.05	1.046	0.997	972	964
106	829	461.30	392.79	0.851	0.10	1.029	0.981	631	616
107	122	817.29	894.07	1.094	0.00	1.049	1.000	1,172	1,166
108	507	619.74	674.51	1.088	0.10	1.053	1.004	846	845
110	5084	547.07	538.36	0.984	0.30	1.030	0.982	745	728
111	2199	771.96	932.18	1.208	0.20	1.081	1.031	1,056	1,083
112	1156	547.46	622.37	1.137	0.10	1.058	1.009	743	746
113	742	647.36	738.98	1.142	0.10	1.058	1.009	912	916
114	3930	460.93	442.15	0.959	0.25	1.027	0.979	632	616
115	2240	450.88	412.80	0.916	0.15	1.029	0.981	607	592
116	2490	484.87	480.39	0.991	0.20	1.037	0.989	660	649
117	2436	536.38	634.87	1.184	0.20	1.076	1.026	739	755
119	60	899.64	207.89	0.231	0.00	1.049	1.000	1,213	1,207
122	113	1012.64	1019.59	1.007	0.05	1.047	0.998	1,365	1,355
123	195	691.24	940.79	1.361	0.05	1.065	1.015	945	954
124	1052	647.49	584.74	0.903	0.15	1.027	0.979	886	863
125	8230	454.63	486.50	1.070	0.35	1.056	1.007	618	619
126	3288	341.58	373.52	1.094	0.20	1.058	1.009	470	472
127	5638	491.06	462.71	0.942	0.30	1.017	0.969	672	648
131	1385	539.75	546.53	1.013	0.15	1.044	0.995	739	732
138	93	724.80	272.38	0.376	0.00	1.049	1.000	997	992
139	1362	511.84	704.57	1.377	0.15	1.098	1.047	699	728
140	2495	648.02	829.11	1.279	0.20	1.095	1.044	883	917
SW	49522	544.62	571.21	1.049		1.049			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -0.5 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
PRIVATE PASSENGER TYPES SUBJECT TO NO FAULT

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST
								PRES	IND*
101	690	1154.37	798.76	0.692	0.10	1.013	0.966	1,082	1,040
102	377	1034.49	936.60	0.905	0.10	1.035	0.987	968	951
103	1625	779.21	893.98	1.147	0.20	1.069	1.019	738	748
104	1086	900.90	965.33	1.072	0.15	1.052	1.003	851	849
105	98	705.46	697.02	0.988	0.05	1.046	0.997	677	672
106	829	461.30	392.79	0.851	0.10	1.029	0.981	436	426
107	122	817.29	894.07	1.094	0.00	1.049	1.000	773	769
108	507	619.74	674.51	1.088	0.10	1.053	1.004	587	586
110	5084	547.07	538.36	0.984	0.30	1.030	0.982	519	507
111	2199	771.96	932.18	1.208	0.20	1.081	1.031	732	751
112	1156	547.46	622.37	1.137	0.10	1.058	1.009	519	521
113	742	647.36	738.98	1.142	0.10	1.058	1.009	616	618
114	3930	460.93	442.15	0.959	0.25	1.027	0.979	437	426
115	2240	450.88	412.80	0.916	0.15	1.029	0.981	428	418
116	2490	484.87	480.39	0.991	0.20	1.037	0.989	460	453
117	2436	536.38	634.87	1.184	0.20	1.076	1.026	509	520
119	60	899.64	207.89	0.231	0.00	1.049	1.000	837	833
122	113	1012.64	1019.59	1.007	0.05	1.047	0.998	952	945
123	195	691.24	940.79	1.361	0.05	1.065	1.015	655	662
124	1052	647.49	584.74	0.903	0.15	1.027	0.979	612	596
125	8230	454.63	486.50	1.070	0.35	1.056	1.007	431	432
126	3288	341.58	373.52	1.094	0.20	1.058	1.009	324	325
127	5638	491.06	462.71	0.942	0.30	1.017	0.969	466	449
131	1385	539.75	546.53	1.013	0.15	1.044	0.995	514	509
138	93	724.80	272.38	0.376	0.00	1.049	1.000	693	690
139	1362	511.84	704.57	1.377	0.15	1.098	1.047	486	506
140	2495	648.02	829.11	1.279	0.20	1.095	1.044	614	638
SW	49522	544.62	571.21	1.049		1.049			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -0.5 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
PERSONAL INJURY PROTECTION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	P.I.P.	EXPER LOSS					BASE	BASE	BASE	
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	600	225.96	102.00	0.451	0.05	0.822	0.973	256	232	232	-9.4%
102	325	118.70	29.26	0.247	0.00	0.842	0.996	136	126	126	-7.4%
103	1372	126.80	146.73	1.157	0.05	0.858	1.015	143	135	135	-5.6%
104	889	119.55	113.52	0.950	0.05	0.847	1.002	134	125	125	-6.7%
105	74	111.18	17.06	0.153	0.00	0.842	0.996	128	119	119	-7.0%
106	680	59.87	93.77	1.566	0.05	0.878	1.039	67	65	65	-3.0%
107	93	82.40	12.07	0.146	0.00	0.842	0.996	95	88	88	-7.4%
108	386	74.08	64.10	0.865	0.00	0.842	0.996	84	78	78	-7.1%
110	4380	77.58	60.94	0.786	0.10	0.836	0.989	88	81	81	-8.0%
111	1869	97.86	119.39	1.220	0.10	0.880	1.041	111	108	108	-2.7%
112	835	80.01	120.88	1.511	0.05	0.875	1.036	90	87	87	-3.3%
113	628	136.24	23.29	0.171	0.00	0.842	0.996	154	143	143	-7.1%
114	3133	68.03	73.47	1.080	0.10	0.866	1.025	76	73	73	-3.9%
115	1953	53.82	62.67	1.164	0.05	0.858	1.015	61	58	58	-4.9%
116	2072	61.97	25.92	0.418	0.05	0.821	0.972	70	63	63	-10.0%
117	2138	62.08	24.70	0.398	0.05	0.820	0.970	71	64	64	-9.9%
119	30	99.03	34.83	0.352	0.00	0.842	0.996	107	99	99	-7.5%
122	99	103.02	35.86	0.348	0.00	0.842	0.996	116	108	108	-6.9%
123	179	68.17	77.25	1.133	0.00	0.842	0.996	77	72	72	-6.5%
124	909	56.61	10.36	0.183	0.00	0.842	0.996	65	60	60	-7.7%
125	7225	49.86	39.49	0.792	0.10	0.837	0.991	57	53	53	-7.0%
126	2921	41.82	34.84	0.833	0.05	0.842	0.996	47	44	44	-6.4%
127	4630	103.51	81.94	0.792	0.10	0.837	0.991	117	108	108	-7.7%
131	1181	61.79	56.60	0.916	0.05	0.846	1.001	70	65	65	-7.1%
138	82	124.35	8.69	0.070	0.00	0.842	0.996	144	134	134	-6.9%
139	1193	43.39	61.77	1.424	0.05	0.871	1.031	49	47	47	-4.1%
140	2172	56.41	62.74	1.112	0.05	0.856	1.013	64	60	60	-6.3%
SW	42048	73.48	61.84	0.842		0.845					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -6.7 PERCENT.

** PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T	EARNED CAR		EXPER LOSS					BASE	BASE
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST
								PRES	IND*
101	1604	110.71	115.64	1.045	0.05	1.001	1.005	129	132
102	1231	96.08	110.39	1.149	0.05	1.007	1.011	121	124
103	4308	83.93	79.14	0.943	0.10	0.993	0.997	112	113
104	3470	101.50	88.68	0.874	0.10	0.987	0.991	138	139
105	267	100.20	80.19	0.800	0.00	0.999	1.003	119	121
106	1812	59.29	41.11	0.693	0.05	0.984	0.988	84	84
107	393	64.01	114.96	1.796	0.00	0.999	1.003	103	105
108	1334	95.12	107.24	1.127	0.05	1.005	1.009	128	131
110	6561	54.74	55.63	1.016	0.15	1.002	1.006	75	77
111	3697	101.26	97.68	0.965	0.10	0.996	1.000	128	130
112	2106	67.69	110.20	1.628	0.05	1.030	1.034	90	95
113	2094	68.87	87.76	1.274	0.05	1.013	1.017	95	98
114	9059	54.17	57.60	1.063	0.15	1.009	1.013	76	78
115	4266	59.09	49.58	0.839	0.10	0.983	0.987	86	86
116	4136	49.11	56.31	1.147	0.10	1.014	1.018	65	67
117	4158	56.85	53.69	0.944	0.10	0.994	0.998	80	81
119	178	75.61	5.12	0.068	0.00	0.999	1.003	117	119
122	461	91.63	92.21	1.006	0.00	0.999	1.003	118	120
123	748	94.52	93.55	0.990	0.05	0.999	1.003	137	139
124	1444	80.05	80.98	1.012	0.05	1.000	1.004	104	106
125	13281	64.00	59.18	0.925	0.20	0.984	0.988	92	92
126	6012	68.35	71.53	1.047	0.15	1.006	1.010	97	99
127	13340	54.24	50.01	0.922	0.20	0.984	0.988	76	76
131	1469	81.16	112.95	1.392	0.05	1.019	1.023	109	113
138	272	80.18	134.52	1.678	0.00	0.999	1.003	119	121
139	1941	68.65	62.00	0.903	0.05	0.994	0.998	97	98
140	7161	73.27	69.05	0.942	0.15	0.990	0.994	104	105
SW	96803	67.39	67.32	0.999		0.996			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.5 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE
INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	1717	378.13	355.63	0.940	0.25	1.002	0.978	291	275	275	-5.5%
102	1392	403.81	433.29	1.073	0.20	1.033	1.008	357	348	348	-2.5%
103	4446	255.91	244.61	0.956	0.35	1.000	0.976	260	245	245	-5.8%
104	3611	316.35	361.32	1.142	0.30	1.059	1.033	302	302	302	0.0%
105	289	315.92	344.06	1.089	0.10	1.030	1.005	264	257	257	-2.7%
106	1895	247.19	190.31	0.770	0.20	0.972	0.948	269	247	247	-8.2%
107	409	193.47	197.10	1.019	0.05	1.023	0.998	243	234	234	-3.7%
108	1381	272.21	377.01	1.385	0.20	1.095	1.068	263	272	272	3.4%
110	7012	211.88	201.18	0.949	0.40	0.993	0.969	237	222	222	-6.3%
111	3901	248.13	279.05	1.125	0.35	1.059	1.033	240	240	240	0.0%
112	2301	243.83	289.54	1.187	0.25	1.064	1.038	243	244	244	0.4%
113	2279	196.19	195.07	0.994	0.20	1.017	0.992	221	212	212	-4.1%
114	9535	228.11	233.06	1.022	0.45	1.023	0.998	235	227	227	-3.4%
115	4136	227.24	207.84	0.915	0.30	0.991	0.967	252	236	236	-6.3%
116	4288	203.23	199.66	0.982	0.30	1.011	0.986	210	200	200	-4.8%
117	4362	212.00	207.55	0.979	0.30	1.010	0.985	238	227	227	-4.6%
119	175	227.74	324.71	1.426	0.05	1.043	1.018	280	276	276	-1.4%
122	479	346.15	384.31	1.110	0.10	1.032	1.007	360	351	351	-2.5%
123	760	408.11	221.48	0.543	0.10	0.975	0.951	419	385	385	-8.1%
124	1473	272.03	239.46	0.880	0.20	0.994	0.970	269	252	252	-6.3%
125	13707	203.94	221.93	1.088	0.55	1.059	1.033	234	234	234	0.0%
126	6393	201.68	222.84	1.105	0.35	1.052	1.026	230	228	228	-0.9%
127	13929	201.19	203.01	1.009	0.50	1.016	0.991	225	216	216	-4.0%
131	1531	214.22	245.29	1.145	0.20	1.047	1.021	245	242	242	-1.2%
138	280	232.18	292.56	1.260	0.10	1.047	1.021	278	274	274	-1.4%
139	1962	214.00	221.22	1.034	0.20	1.025	1.000	248	240	240	-3.2%
140	7466	272.29	267.67	0.983	0.40	1.007	0.982	269	256	256	-4.8%
SW	101109	232.71	238.03	1.023		1.025					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -3.3 PERCENT.

** PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
 COMMERCIAL AUTOMOBILE INSURANCE
 PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	622	170.25	148.93	0.875	0.05	1.084	0.985	143	151	151	5.6%
102	291	191.82	97.55	0.509	0.05	1.066	0.968	196	204	204	4.1%
103	1395	97.46	127.93	1.313	0.10	1.117	1.015	84	92	92	9.5%
104	790	121.42	83.69	0.689	0.05	1.075	0.976	112	117	117	4.5%
105	93	169.77	24.01	0.141	0.00	1.095	0.995	148	158	158	6.8%
106	878	73.08	60.92	0.834	0.10	1.069	0.971	71	74	74	4.2%
107	119	136.61	118.28	0.866	0.00	1.095	0.995	139	149	149	7.2%
108	397	117.98	305.72	2.591	0.05	1.170	1.063	102	117	117	14.7%
110	4299	91.64	117.88	1.286	0.20	1.133	1.029	68	75	75	10.3%
111	1845	115.63	69.83	0.604	0.10	1.046	0.950	97	99	99	2.1%
112	922	68.56	73.55	1.073	0.10	1.093	0.993	59	63	63	6.8%
113	595	84.57	99.88	1.181	0.05	1.099	0.998	73	78	78	6.8%
114	2982	68.39	74.70	1.092	0.15	1.095	0.995	59	63	63	6.8%
115	1792	83.97	119.54	1.424	0.15	1.144	1.039	68	76	76	11.8%
116	1939	121.81	122.57	1.006	0.15	1.082	0.983	94	99	99	5.3%
117	1860	103.32	130.01	1.258	0.15	1.119	1.016	80	87	87	8.7%
119	32	94.08	46.89	0.498	0.00	1.095	0.995	96	103	103	7.3%
122	90	151.90	354.66	2.335	0.05	1.157	1.051	129	146	146	13.2%
123	171	116.73	82.70	0.708	0.00	1.095	0.995	98	105	105	7.1%
124	904	127.64	123.80	0.970	0.10	1.083	0.984	95	101	101	6.3%
125	6656	107.16	120.37	1.123	0.30	1.103	1.002	85	92	92	8.2%
126	2373	127.65	157.59	1.235	0.20	1.123	1.020	107	117	117	9.3%
127	4258	66.18	82.00	1.239	0.20	1.124	1.021	57	63	63	10.5%
131	1128	135.98	75.76	0.557	0.10	1.041	0.946	104	106	106	1.9%
138	65	133.20	143.31	1.076	0.00	1.095	0.995	122	131	131	7.4%
139	1108	92.61	118.14	1.276	0.10	1.113	1.011	74	80	80	8.1%
140	2057	96.97	90.03	0.928	0.15	1.070	0.972	81	85	85	4.9%
SW	39661	99.70	109.19	1.095		1.101					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.5 PERCENT.

** PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
COMMERCIAL AUTOMOBILE INSURANCE
PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T	EARNED CAR		EXPER LOSS					BASE	BASE
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST
								PRES	IND*
101	619	474.75	455.30	0.959	0.25	1.021	0.978	508	488
102	381	493.13	312.04	0.633	0.15	0.980	0.939	623	575
103	1356	376.34	400.51	1.064	0.35	1.049	1.005	423	418
104	805	375.86	432.19	1.150	0.25	1.068	1.023	446	449
105	96	425.74	264.18	0.621	0.05	1.020	0.977	471	452
106	869	257.79	260.63	1.011	0.25	1.034	0.990	313	305
107	118	331.12	421.26	1.272	0.05	1.053	1.009	406	403
108	385	421.94	367.35	0.871	0.15	1.016	0.973	468	447
110	4278	410.18	416.45	1.015	0.60	1.025	0.982	411	397
111	1872	420.75	446.93	1.062	0.40	1.049	1.005	459	453
112	921	301.04	349.77	1.162	0.25	1.071	1.026	340	343
113	596	316.81	367.46	1.160	0.20	1.065	1.020	355	356
114	3010	270.65	281.64	1.041	0.45	1.041	0.997	308	302
115	1783	283.37	306.17	1.080	0.35	1.055	1.011	307	305
116	1941	350.88	285.47	0.814	0.35	0.962	0.921	363	329
117	1839	334.18	361.30	1.081	0.35	1.055	1.011	345	343
119	31	424.74	413.28	0.973	0.05	1.038	0.994	547	534
122	92	461.61	556.47	1.205	0.10	1.057	1.012	520	517
123	166	384.20	500.46	1.303	0.10	1.067	1.022	418	420
124	899	455.37	437.07	0.960	0.25	1.021	0.978	452	434
125	6607	340.31	362.78	1.066	0.75	1.060	1.015	361	360
126	2322	265.55	324.97	1.224	0.45	1.123	1.076	300	317
127	4282	281.81	286.31	1.016	0.50	1.029	0.986	323	313
131	1136	453.42	462.85	1.021	0.30	1.035	0.991	466	454
138	64	463.62	376.91	0.813	0.05	1.030	0.987	548	532
139	1077	354.54	390.50	1.101	0.30	1.059	1.014	378	377
140	2055	373.85	411.09	1.100	0.40	1.065	1.020	413	414
SW	39600	345.47	359.57	1.041		1.044			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF **-1.7** PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

	<u>Bodily Injury</u>					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	(000's)						
<u>ITEM</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>		
(1) Direct Losses Incurred	4,201,981	4,808,966	5,392,813	5,762,768	6,343,079		
(2) Allocated Loss Adjustment Expenses Incurred	480,882	516,366	609,253	669,634	692,813		
(3) Unallocated Loss Adjustment Expense Incurred	431,513	471,206	478,672	478,481	509,596		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	9.2%	8.8%	8.0%	7.4%	7.2%	7.6%	8.1%
(5) Selected Factor							7.5%

	<u>Property Damage</u>					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	(000's)						
<u>ITEM</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>		
(1) Direct Losses Incurred	965,963	1,036,103	1,144,361	1,240,811	1,278,538		
(2) Allocated Loss Adjustment Expenses Incurred	70,743	69,240	85,269	72,162	83,354		
(3) Unallocated Loss Adjustment Expense Incurred	113,312	129,347	129,840	127,728	134,901		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	10.9%	11.7%	10.6%	9.7%	9.9%	10.1%	10.6%
(5) Selected Factor							10.0%

All items are from Special Call Submission for available writers.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE INSURANCE
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Factor to Include all Loss Adjustment Expenses

		(000's)					3 YR.	5 YR.
ITEM	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>AVG</u>	<u>AVG</u>	
(1) Direct Losses Incurred	3,615,666	4,009,807	4,293,030	4,806,080	5,434,351			
(2) Loss Adjustment Expenses Incurred	581,191	657,537	578,445	622,951	702,920			
(3) Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.161	1.164	1.135	1.130	1.129	1.131	1.144	
(4) Selected							1.130	

Items (1) and (2) are from the Insurance Expense Exhibits for agency and direct writers.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY
 DETERMINATION OF FACTORS TO ADJUST ACCIDENT YEAR
 LOSS RATIOS FOR SUBSEQUENT CHANGES

AVERAGE PAID CLAIM COST DATA

YEAR ENDED	NEW JERSEY				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
9/30/2015	30727.57	31498.88	4214.13	4302.76	21261.31	21015.45	3963.97	4002.25
12/31/2015	31269.96	31926.41	4311.64	4350.39	21258.97	21243.88	4027.73	4044.58
3/31/2016	32046.22	32359.74	4359.98	4398.55	21376.81	21474.80	4103.35	4087.36
6/30/2016	34245.04	32798.95	4436.97	4447.25	21588.22	21708.23	4161.47	4130.59
9/30/2016	34346.25	33244.12	4552.83	4496.48	21930.55	21944.20	4190.36	4174.28
12/31/2016	33904.61	33695.33	4610.06	4546.26	22203.36	22182.74	4235.66	4218.43
3/31/2017	34239.39	34152.67	4720.95	4596.59	22430.72	22423.86	4284.35	4263.05
6/30/2017	34229.20	34616.21	4778.30	4647.47	22643.31	22667.61	4302.58	4308.14
9/30/2017	34963.83	35086.05	4748.43	4698.92	22633.82	22914.00	4347.57	4353.70
12/31/2017	35559.42	35562.26	4710.46	4750.94	23023.23	23163.08	4379.75	4399.75
3/31/2018	36058.96	36044.93	4739.30	4803.54	23439.05	23414.86	4423.88	4446.29
6/30/2018	35998.81	36534.16	4720.59	4856.71	24040.61	23669.38	4501.57	4493.31

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) NEW JERSEY	5.5%	4.5%
	(B) MULTISTATE	4.4%	4.3%
(10)	CREDIBILITY	0.10	0.55
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	4.5%	4.4%
(12)	SELECTED AVERAGE ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	4.5%	4.4%

* EXCLUDES MASSACHUSETTS

INSURANCE SERVICES OFFICE, INC.

CLAIM COST TREND DATA FOR PIP
PRIVATE PASSENGER TYPES
NEW JERSEY

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
	3/31/2016	457.0	460.4	785.6	784.2	713.89
6/30/2016	461.1	462.9	790.3	792.5	722.00	719.02
9/30/2016	467.3	465.5	799.1	800.8	724.62	724.49
12/31/2016	469.3	468.0	805.5	809.2	732.42	730.00
3/31/2017	473.6	470.6	818.6	817.8	732.29	735.55
6/30/2017	473.8	473.2	829.6	826.4	739.21	741.15
9/30/2017	476.5	475.8	835.6	835.1	746.07	746.79
12/31/2017	477.4	478.4	843.0	843.8	752.57	752.47
3/31/2018	482.7	481.0	860.1	852.7	749.98	758.19
6/30/2018	485.0	483.7	866.1	861.7	765.17	763.96
9/30/2018	484.7	486.3	869.3	870.8	774.71	769.77
12/31/2018	486.5	489.0	872.1	879.9	777.76	775.63

	(A) MEDICAL	(B) HOSPITAL	(C) COMBINED+	(D) INCOME
(1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT)	2.2%	4.3%	3.3%	3.1%
(2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.96*(1C) + 0.04*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING.				3.3%
(3) SELECTED AVERAGE ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%
(4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) * (1.0 + (3))				3.3%

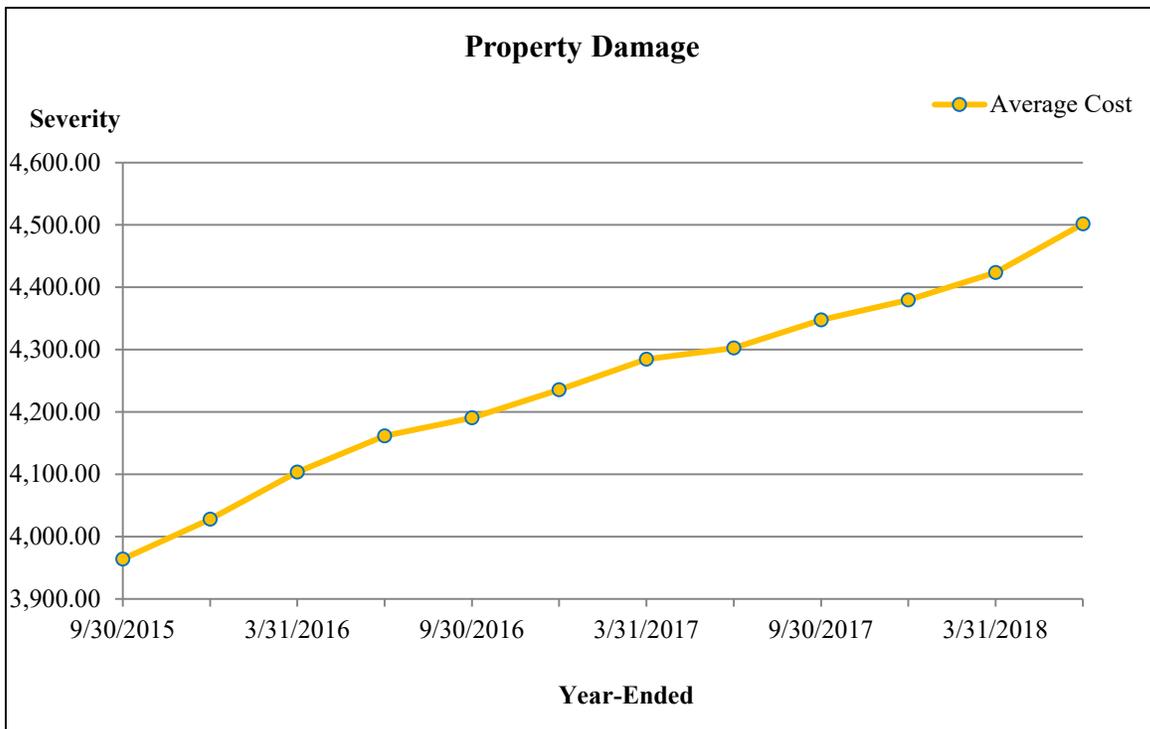
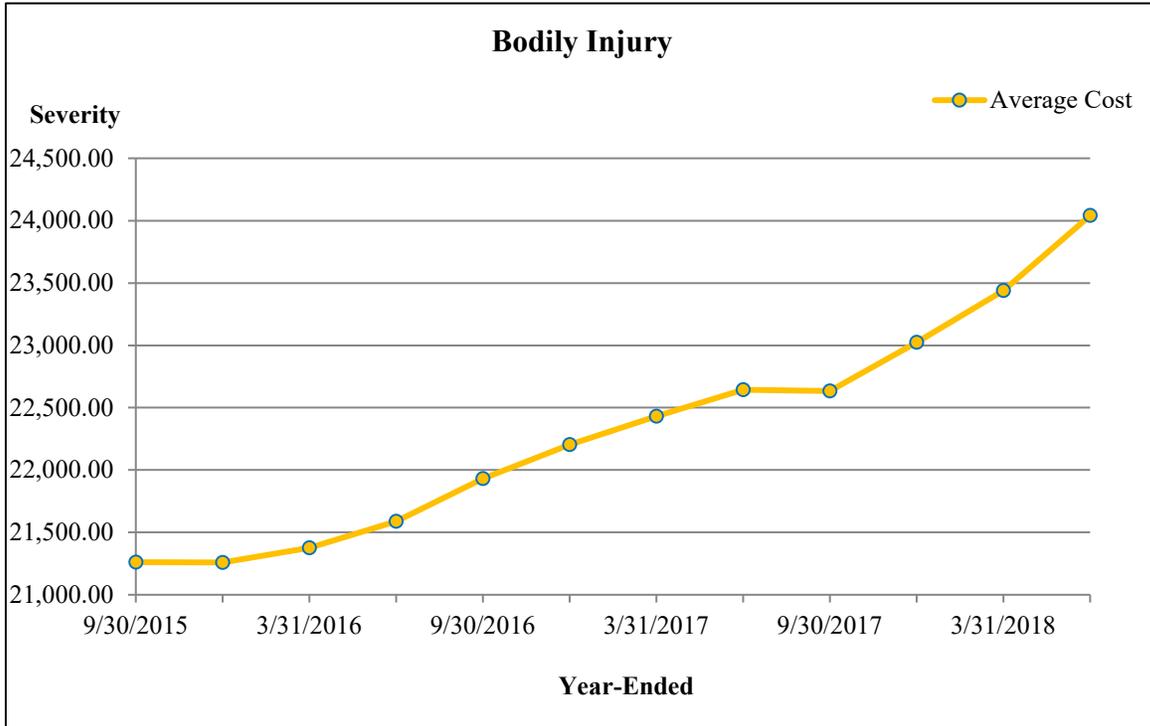
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.

** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.

+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = {(1A) * .5} + {(1B) * .5}.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability
Average Paid Claim Cost Experience
Multistate*



*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
6/30/2012	0.7612		2.7500	
9/30/2012	0.7516		2.7127	
12/31/2012	0.7534		2.6945	
3/31/2013	0.7484		2.7279	
6/30/2013	0.7589	-0.3% &	2.7639	0.5% &
9/30/2013	0.7694		2.8018	
12/31/2013	0.7702		2.8210	
3/31/2014	0.7840	4.8%	2.9082	6.6%
6/30/2014	0.7754		2.9083	
9/30/2014	0.7723		2.9127	
12/31/2014	0.7767		2.9117	
3/31/2015	0.7684	-2.0%	2.8802	-1.0%
6/30/2015	0.7757		2.8858	
9/30/2015	0.7839		2.9125	
12/31/2015	0.7967		2.9307	
3/31/2016	0.8078	5.1%	2.9037	0.8%
6/30/2016	0.8187		2.9153	
9/30/2016	0.8285		2.9235	
12/31/2016	0.8284		2.9209	
3/31/2017	0.8331	3.1%	2.9050	0.0%
6/30/2017	0.8390		2.8925	
9/30/2017	0.8304		2.8497	
12/31/2017	0.8272		2.8305	
3/31/2018	0.8280	-0.6%	2.8239	-2.8%

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

& CHANGE BASED ON YEAR ENDING 6/30/2013 divided by 6/30/2012

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

PRIVATE PASSENGER TYPES

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
6/30/2012	0.9028		3.2712	
9/30/2012	0.8854		3.2480	
12/31/2012	0.8634		3.1989	
3/31/2013	0.8516		3.1670	
6/30/2013	0.8458	-6.3% &	3.1241	-4.5% &
9/30/2013	0.8564		3.1394	
12/31/2013	0.8597		3.1663	
3/31/2014	0.8569	0.6%	3.2033	1.1%
6/30/2014	0.8583		3.2016	
9/30/2014	0.8479		3.1575	
12/31/2014	0.8453		3.1345	
3/31/2015	0.8264	-3.6%	3.1008	-3.2%
6/30/2015	0.8104		3.0724	
9/30/2015	0.8069		3.1098	
12/31/2015	0.8050		3.1191	
3/31/2016	0.8165	-1.2%	3.1152	0.5%
6/30/2016	0.8254		3.1415	
9/30/2016	0.8437		3.1337	
12/31/2016	0.8323		3.1157	
3/31/2017	0.8323	1.9%	3.0593	-1.8%
6/30/2017	0.8307		3.0153	
9/30/2017	0.8033		2.9280	
12/31/2017	0.8032		2.8939	
3/31/2018	0.8080	-2.9%	2.8799	-5.9%

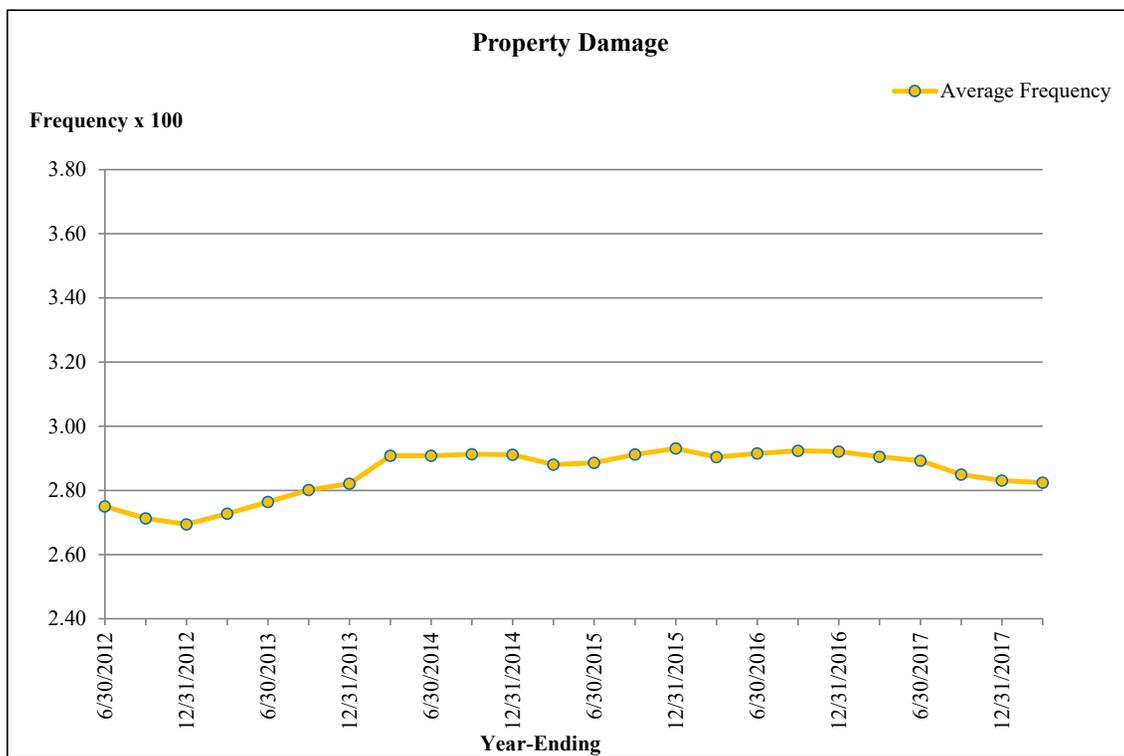
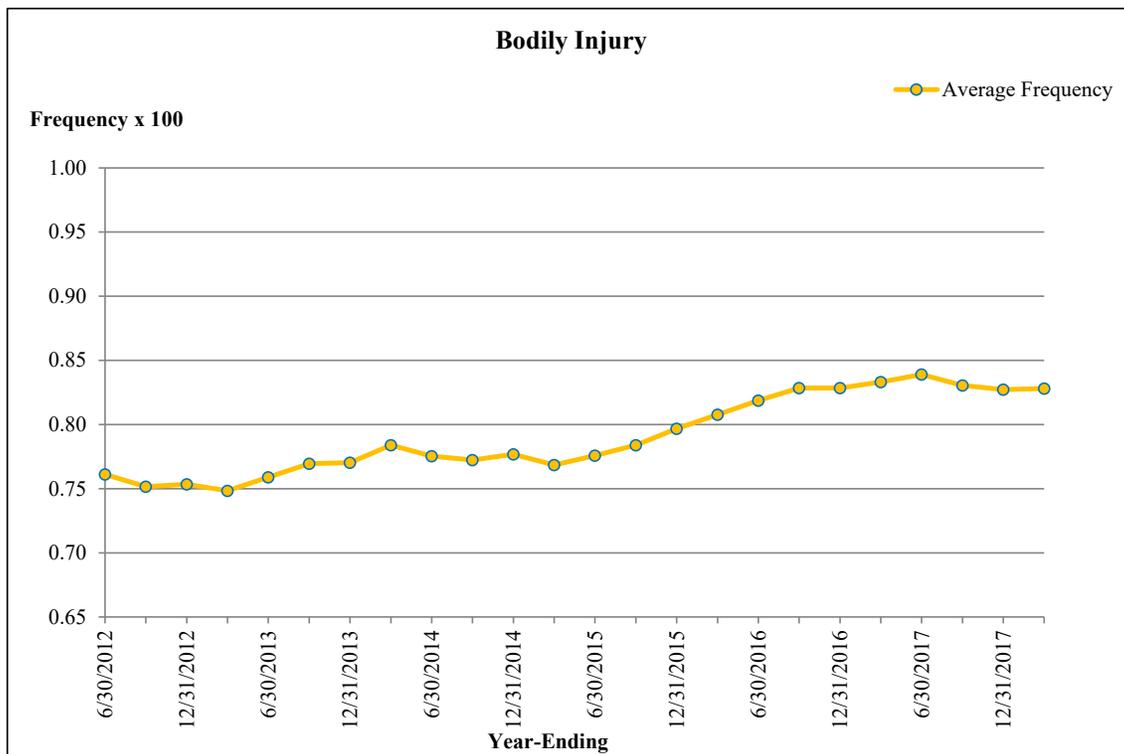
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

& CHANGE BASED ON YEAR ENDING 6/30/2013 divided by 6/30/2012

INSURANCE SERVICES OFFICE, INC.

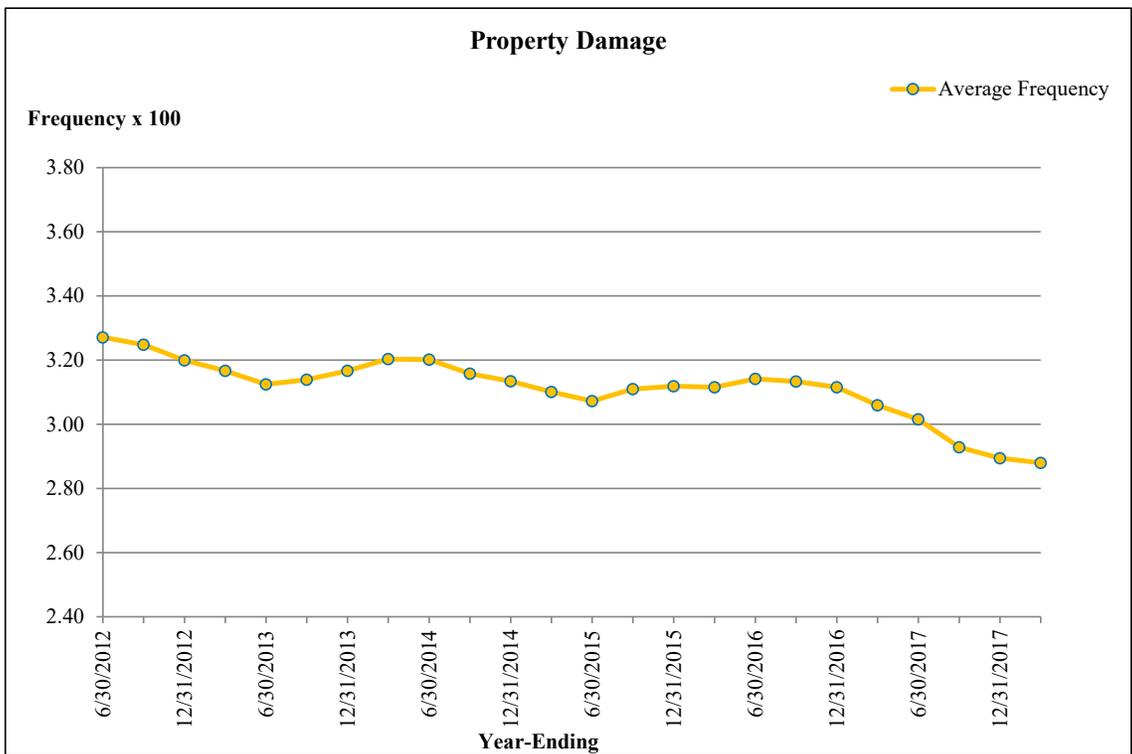
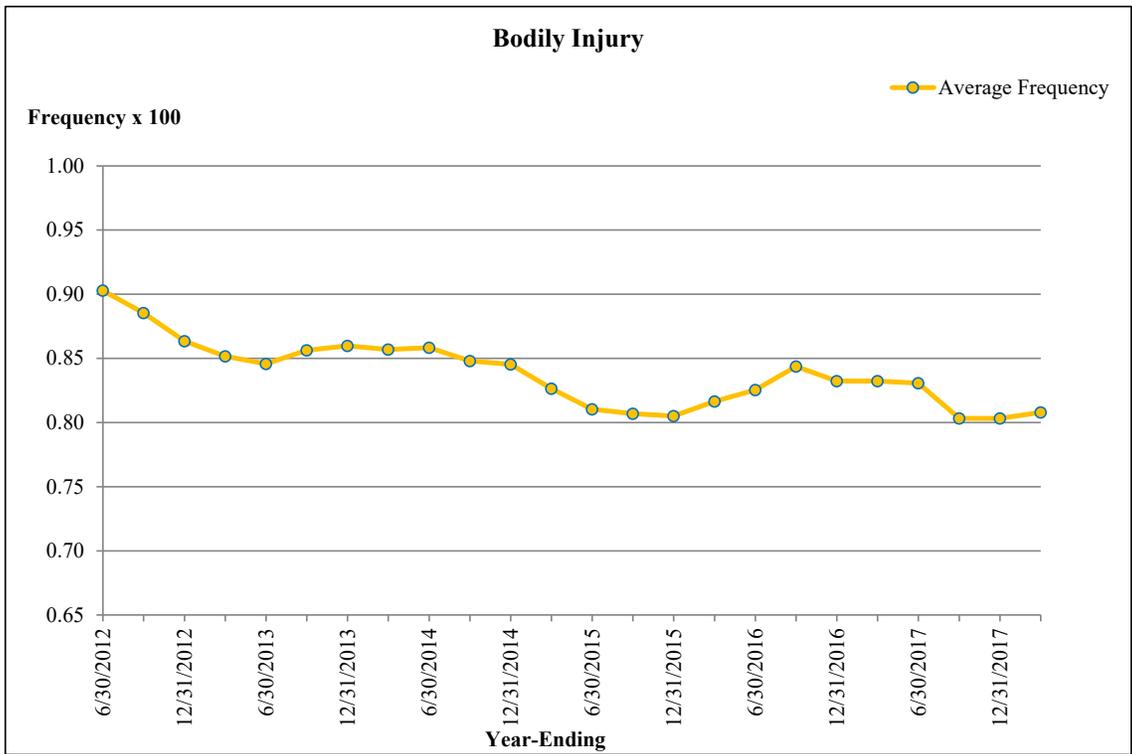
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Private Passenger Types
 Multistate*



*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Multistate*
Trucks, Tractors & Trailers Physical Damage
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	2.39		1.39		0.92	
6/30/2014	2.48		1.40		0.91	
12/31/2014	2.44		1.37		0.90	
6/30/2015	2.33	-6.0%	1.35	-3.6%	0.89	-2.2%
12/31/2015	2.26		1.34		0.90	
6/30/2016	2.18	-6.4%	1.33	-1.5%	0.91	2.2%
12/31/2016	2.20		1.34		0.90	
6/30/2017	2.20	0.9%	1.36	2.3%	0.89	-2.2%
12/31/2017	2.22		1.39		0.92	
6/30/2018	2.28	3.6%	1.44	5.9%	0.93	4.5%

Volume*** of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.4%
\$50	0.5%
\$100	2.5%
\$200	0.2%
\$250	9.2%
\$500	38.1%
\$1,000	43.0%
\$2,000	3.9%
\$3,000	0.6%
\$5,000	1.6%

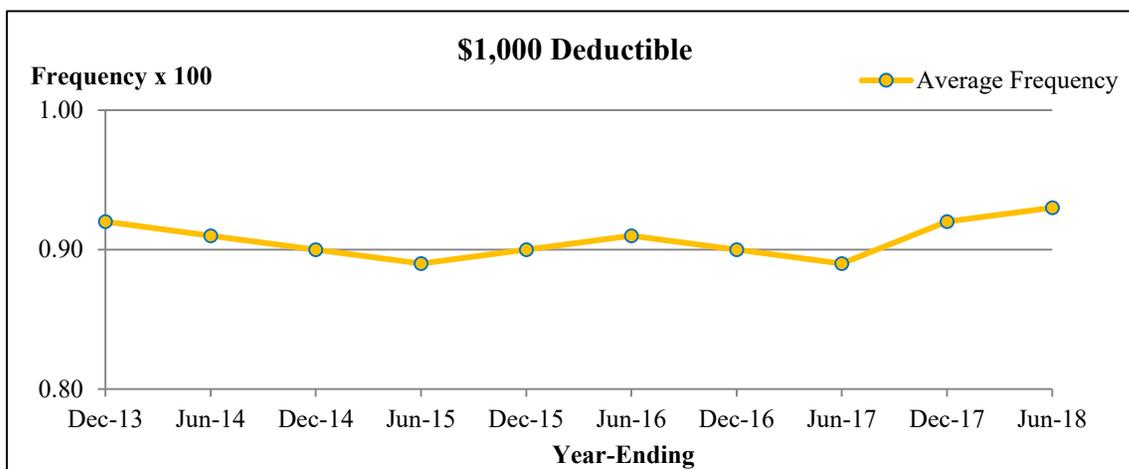
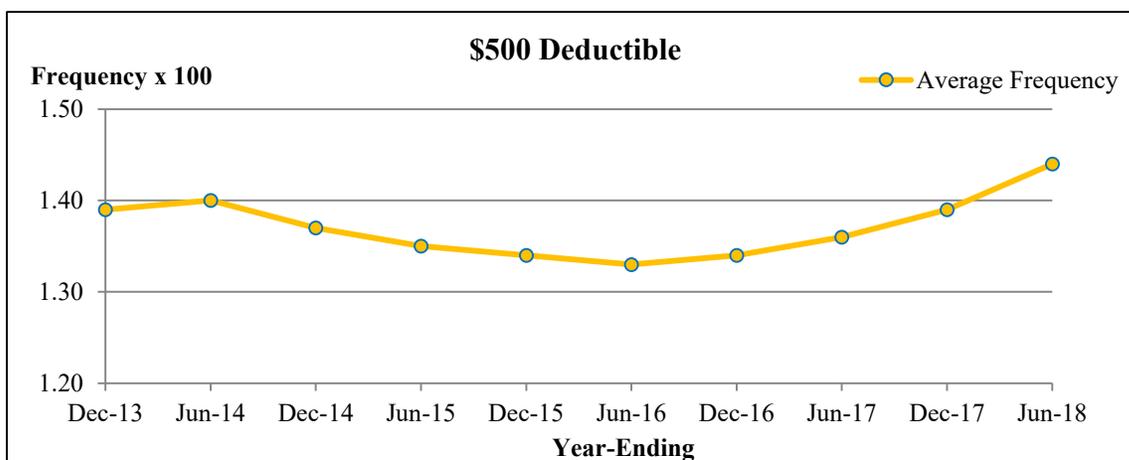
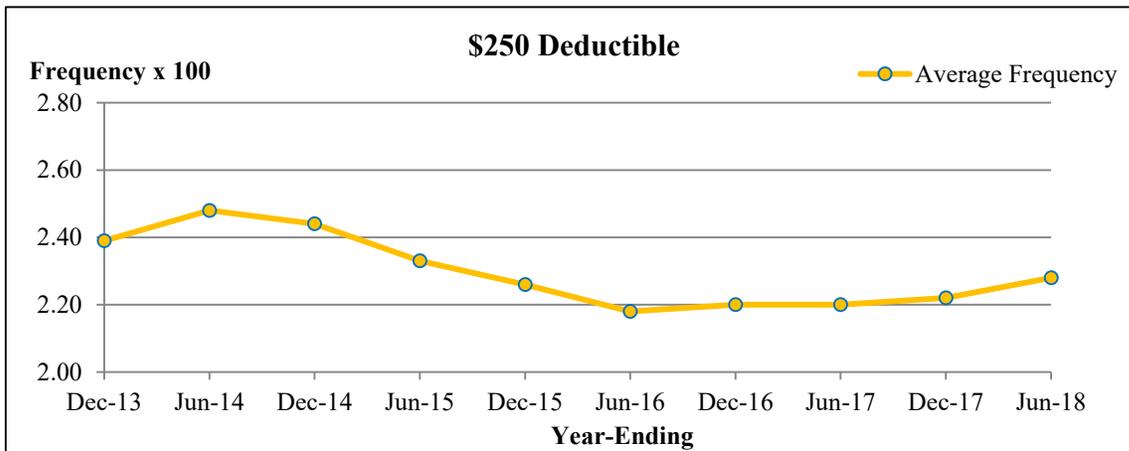
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxxx

*** Deductibles above \$1,000, totaling 6.1% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile
Trucks, Tractors & Trailers Physical Damage
Other Than Collision Frequency Trend
Multistate*



*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

INSURANCE SERVICES OFFICE, INC.

Multistate*
Trucks, Tractors & Trailers Physical Damage
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
12/31/2013	2,759.29	4,709.75	6,967.25
6/30/2014	2,863.12	4,929.48	7,272.90
12/31/2014	2,999.27	5,071.70	7,417.23
6/30/2015	3,070.47	5,129.15	7,426.77
12/31/2015	3,200.02	5,418.14	7,692.02
6/30/2016	3,449.12	5,614.54	8,017.54
12/31/2016	3,500.87	5,663.75	8,384.22
6/30/2017	3,588.48	5,949.85	8,752.41
12/31/2017	3,791.00	6,284.14	9,139.41
6/30/2018	3,811.56	6,272.76	9,239.69

Average Annual Change Using Exponential Fits:

10 point fit:	7.9%	6.8%	6.7%
8 point fit:	7.6%	6.9%	7.4%
6 point fit:	7.0%	6.6%	8.0%

Selected severity trend:	7.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.0%

* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Multistate*
Trucks, Tractors, & Trailers Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	2.24		1.92		1.52	
6/30/2014	2.30		1.97		1.57	
12/31/2014	2.29		1.97		1.58	
6/30/2015	2.26	-1.6%	1.96	-0.5%	1.58	0.8%
12/31/2015	2.28		1.98		1.61	
6/30/2016	2.26	-0.2%	1.98	1.4%	1.62	2.2%
12/31/2016	2.35		2.06		1.67	
6/30/2017	2.38	5.2%	2.05	3.4%	1.68	3.8%
12/31/2017	2.32		2.00		1.65	
6/30/2018	2.33	-2.0%	2.03	-1.0%	1.70	1.1%

Volume*** of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.9%
\$500	35.8%
\$1,000	52.4%
\$2,000	4.9%
\$3,000	1.4%
\$5,000	3.3%

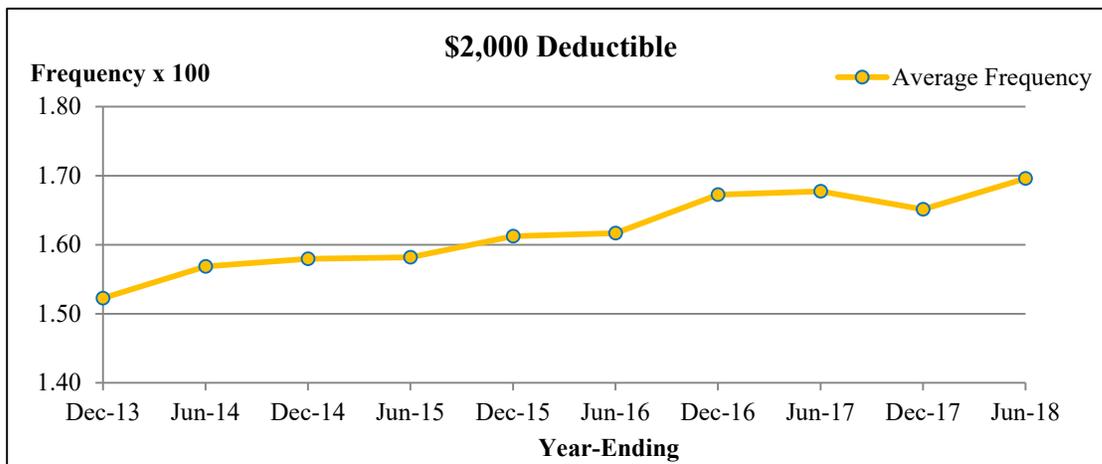
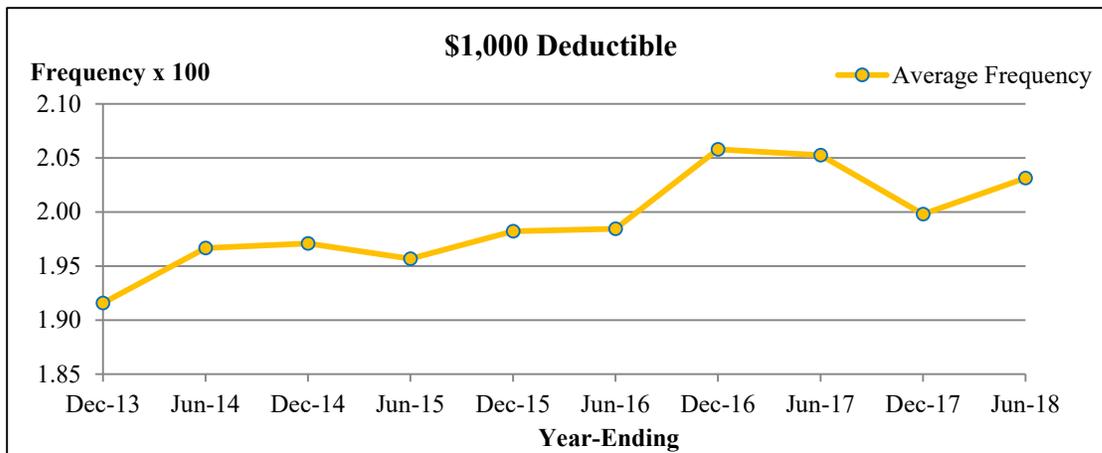
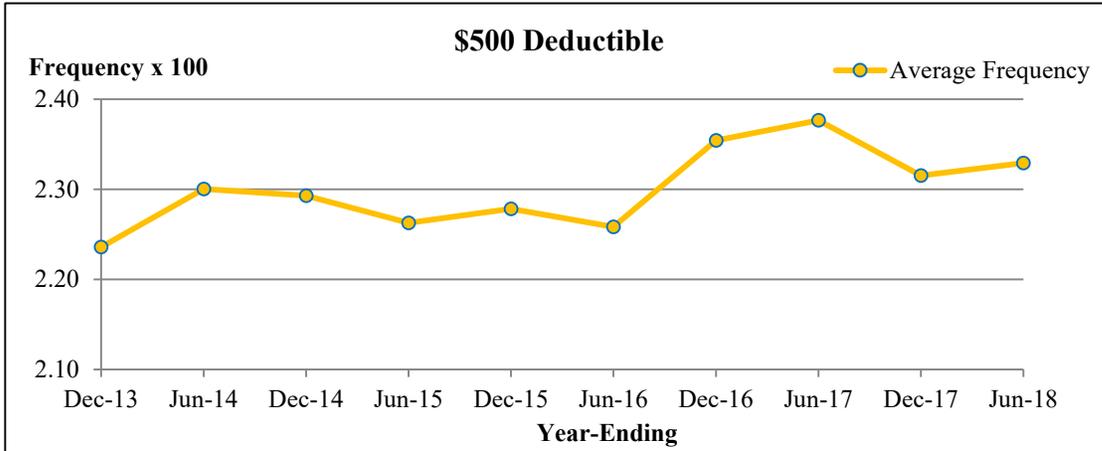
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxxx

*** Deductibles above \$2,000, totaling 4.7% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile
Trucks, Tractors & Trailers Physical Damage
Collision Frequency Trend
Multistate*



*Excludes Massachusetts
Selected Collision Frequency Trend Factor: 0.0%

INSURANCE SERVICES OFFICE, INC.

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2013	7,869.70	9,516.59	10,293.45
6/30/2014	8,049.97	9,784.88	10,658.49
12/31/2014	8,348.08	10,113.58	11,064.67
6/30/2015	8,630.24	10,330.32	11,221.83
12/31/2015	8,762.94	10,520.79	11,416.54
6/30/2016	9,152.40	10,850.05	11,782.10
12/31/2016	9,316.56	11,031.25	11,963.07
6/30/2017	9,328.76	11,047.18	11,942.35
12/31/2017	9,693.23	11,349.54	12,246.10
6/30/2018	10,086.95	11,771.16	12,639.35

Average Annual Change Using Exponential Fits:

10 point fit:	5.4%	4.5%	4.2%
8 point fit:	5.2%	4.1%	3.7%
6 point fit:	5.1%	4.1%	3.6%

Selected severity trend:	4.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.5%

* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Multistate*
Private Passenger Types Physical Damage
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	5.19		3.11		1.87	
6/30/2014	5.47		3.25		1.94	
12/31/2014	5.30		3.20		1.93	
6/30/2015	4.94	-9.7%	3.08	-5.3%	1.90	-2.1%
12/31/2015	4.95		3.15		1.96	
6/30/2016	4.96	0.3%	3.19	3.8%	1.98	4.6%
12/31/2016	4.97		3.10		1.92	
6/30/2017	4.83	-2.6%	3.00	-6.2%	1.88	-5.1%
12/31/2017	4.76		3.02		1.92	
6/30/2018	4.90	1.5%	3.11	4.0%	1.97	4.4%

Volume*** of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.3%
\$50	0.4%
\$100	3.2%
\$200	1.0%
\$250	12.1%
\$500	44.5%
\$1,000	36.1%
\$2,000	1.4%
\$3,000	0.4%
\$5,000	0.6%

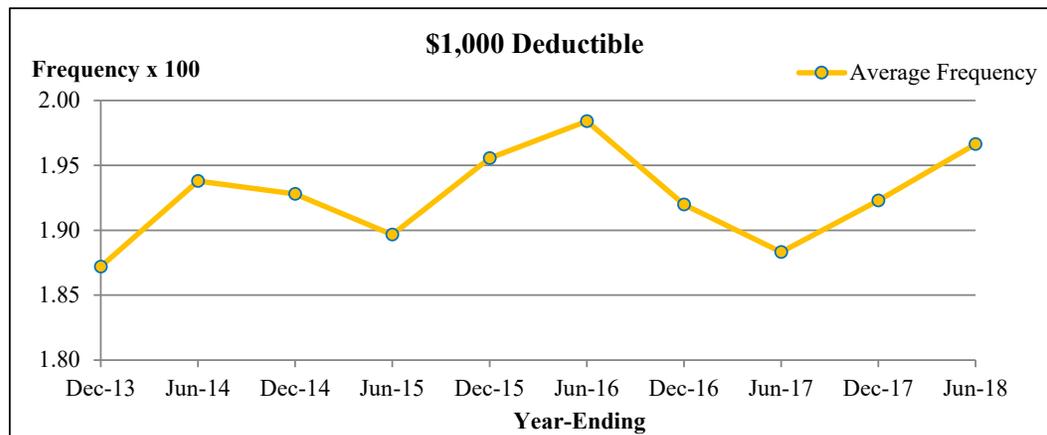
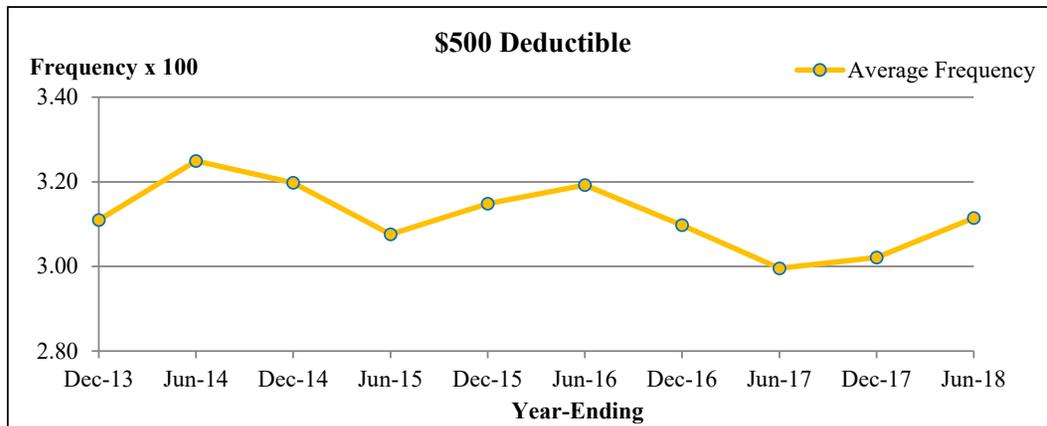
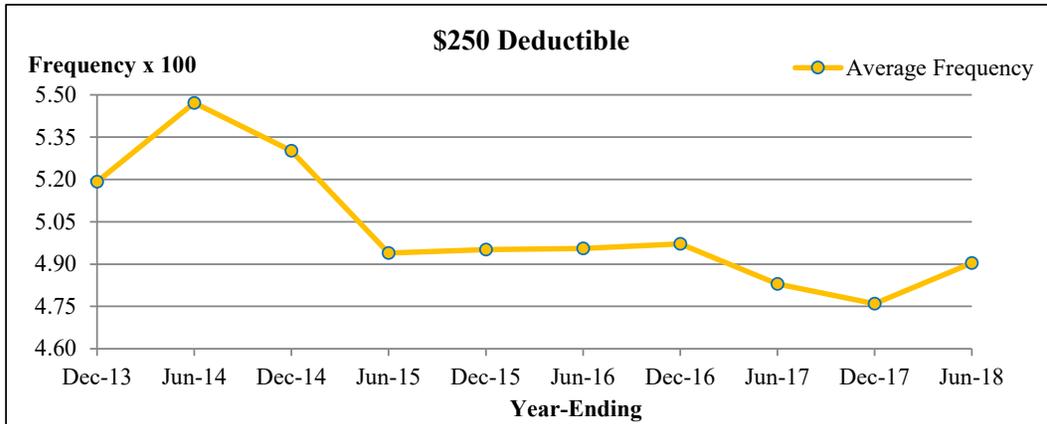
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxxx

*** Deductibles above \$1,000, totaling 2.4% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile
 Private Passenger Types Physical Damage
 Other Than Collision Frequency Trend
 Multistate*



*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

INSURANCE SERVICES OFFICE, INC.

Multistate*
Private Passenger Types Physical Damage
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
12/31/2013	1,360.85	1,872.54	2,571.50
6/30/2014	1,343.25	1,915.97	2,642.42
12/31/2014	1,436.90	2,012.16	2,777.64
6/30/2015	1,546.27	2,073.87	2,811.07
12/31/2015	1,646.83	2,190.04	2,886.66
6/30/2016	1,741.74	2,306.11	3,004.93
12/31/2016	1,745.09	2,316.15	3,009.07
6/30/2017	1,782.22	2,359.76	3,063.93
12/31/2017	1,875.72	2,532.30	3,358.84
6/30/2018	1,874.46	2,602.86	3,520.00

Average Annual Change Using Exponential Fits:

10 point fit:	8.5%	7.7%	6.6%
8 point fit:	7.6%	7.5%	6.7%
6 point fit:	5.2%	6.9%	8.0%

Selected severity trend:	7.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.0%

* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Multistate*
Private Passenger Types Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	5.09		4.19		3.00	
6/30/2014	5.25		4.35		3.14	
12/31/2014	5.29		4.43		3.22	
6/30/2015	5.24	-0.2%	4.37	0.4%	3.21	2.2%
12/31/2015	5.26		4.41		3.26	
6/30/2016	5.16	-1.6%	4.37	0.1%	3.24	1.0%
12/31/2016	5.22		4.43		3.30	
6/30/2017	5.21	0.9%	4.41	0.8%	3.31	2.2%
12/31/2017	5.18		4.34		3.29	
6/30/2018	5.22	0.3%	4.44	0.6%	3.41	3.0%

Volume*** of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.2%
\$200	0.2%
\$250	2.4%
\$500	45.3%
\$1,000	49.6%
\$2,000	1.3%
\$3,000	0.2%
\$5,000	0.7%

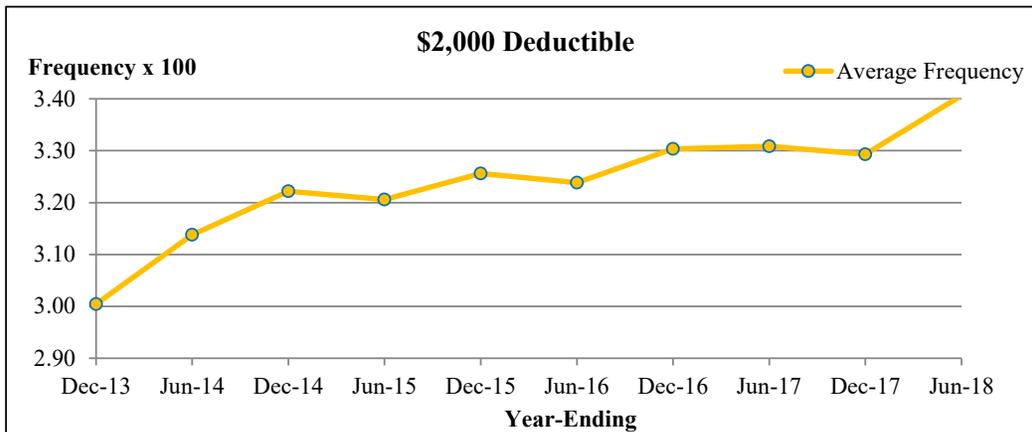
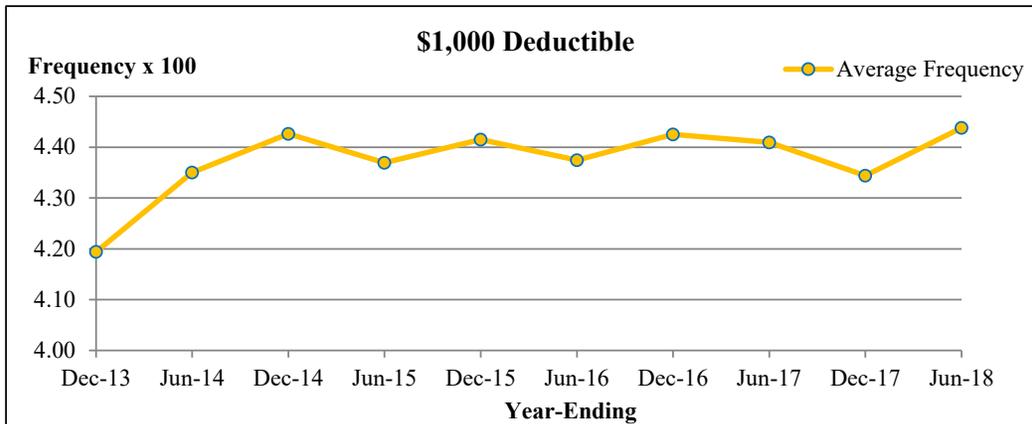
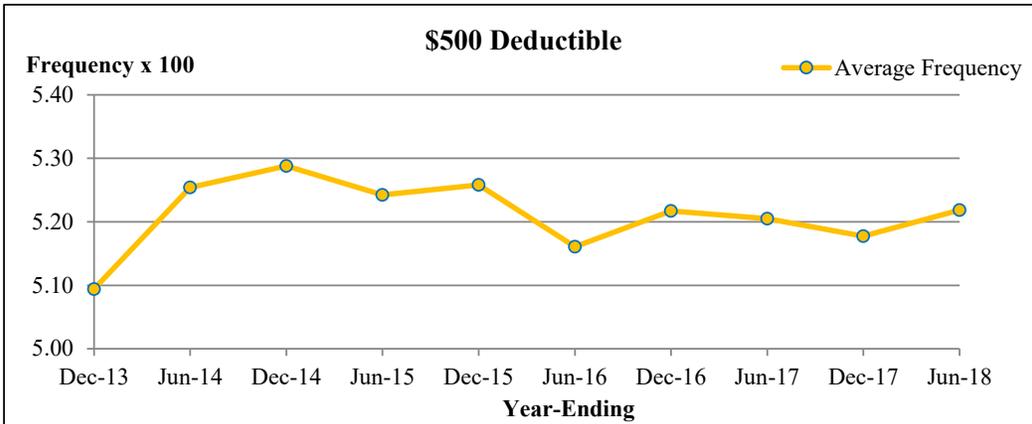
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxxx

*** Deductibles above \$2,000, totaling 0.9% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile
Private Passenger Types Physical Damage
Collision Frequency Trend
Multistate*



*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

INSURANCE SERVICES OFFICE, INC.

Multistate*
Private Passenger Types Physical Damage
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2013	5,035.91	5,505.92	6,089.53
6/30/2014	5,154.12	5,589.80	6,152.21
12/31/2014	5,380.21	5,739.20	6,321.36
6/30/2015	5,511.86	5,902.71	6,475.18
12/31/2015	5,625.36	6,055.31	6,602.68
6/30/2016	5,776.00	6,169.15	6,741.03
12/31/2016	5,929.36	6,234.58	6,793.48
6/30/2017	5,924.60	6,251.11	6,764.86
12/31/2017	6,016.10	6,420.74	6,911.57
6/30/2018	6,515.71	6,802.86	7,297.88

Average Annual Change Using Exponential Fits:

10 point fit:	5.1%	4.3%	3.6%
8 point fit:	4.8%	4.2%	3.4%
6 point fit:	5.0%	4.1%	3.3%

Selected severity trend:	4.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.5%

* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
TRUCKS, TRACTORS & TRAILERS
PHYSICAL DAMAGE
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
12/31/2013	1.230	1.372
6/30/2014	1.237	1.381
12/31/2014	1.242	1.39
6/30/2015	1.248	1.398
12/31/2015	1.254	1.407
6/30/2016	1.260	1.418
12/31/2016	1.266	1.429
6/30/2017	1.272	1.439
12/31/2017	1.279	1.451
6/30/2018	1.285	1.462

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	1.4%
7 POINTS	1.0%	1.5%
5 POINTS	1.0%	1.5%
Selected Other Than Collision Physical Damage Annual OCN Trend:		1.0%
Selected Collision Physical Damage Annual OCN Trend:		1.5%

Data excludes the following state: Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
PRIVATE PASSENGER TYPES
PHYSICAL DAMAGE
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
12/31/2013	1.307	1.152
6/30/2014	1.313	1.154
12/31/2014	1.318	1.157
6/30/2015	1.324	1.161
12/31/2015	1.331	1.164
6/30/2016	1.338	1.168
12/31/2016	1.346	1.172
6/30/2017	1.353	1.176
12/31/2017	1.358	1.179
6/30/2018	1.363	1.182

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	0.6%
7 POINTS	1.0%	0.6%
5 POINTS	0.9%	0.6%
Selected Other Than Collision Physical Damage Annual OCN Trend:		1.0%
Selected Collision Physical Damage Annual OCN Trend:		0.6%

Data excludes the following state: Massachusetts

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
Automobile Liability Insurance - Trucks, Tractors and Trailers
Loss Development
Incurred Losses and Expenses
Bodily Injury

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors	
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>
6/30/2007	22,179,548	36,373,275	46,047,900	1.640	1.266
6/30/2008	20,661,321	33,292,130	41,528,071	1.611	1.247
6/30/2009	18,430,544	29,168,214	35,708,170	1.583	1.224
6/30/2010	19,147,722	29,370,401	36,383,252	1.534	1.239
6/30/2011	19,441,115	31,529,859	37,635,569	1.622	1.194
6/30/2012	20,880,101	31,471,575	40,075,982	1.507	1.273
6/30/2013	24,894,121	38,006,396	44,727,349	1.527	1.177
6/30/2014	27,201,272	41,133,927	53,233,715	1.512	1.294
6/30/2015	24,427,886	41,987,765	52,187,783	1.719	1.243
6/30/2016	28,371,507	45,194,978	57,044,993	1.593	1.262
6/30/2017	29,866,866	46,887,152		1.570	
6/30/2018	30,884,965				
(1) Average Factor (Best 3 of 5) :				(A) State 1.563	1.259
				(B) Multistate 1.398	1.162
(2) Credibility				0.990	0.980
(3) Credibility Weighted Factors				1.561	1.257

Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors	
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>
6/30/2007	22,174,964	24,504,777	24,754,787	1.105	1.010
6/30/2008	20,938,673	22,685,422	22,954,469	1.083	1.012
6/30/2009	17,764,121	19,258,142	19,588,461	1.084	1.017
6/30/2010	18,423,061	19,545,902	19,895,696	1.061	1.018
6/30/2011	19,494,911	21,053,307	21,214,856	1.080	1.008
6/30/2012	20,406,244	21,851,904	22,287,094	1.071	1.020
6/30/2013	22,023,054	23,887,992	24,489,550	1.085	1.025
6/30/2014	28,005,772	29,842,322	30,315,227	1.066	1.016
6/30/2015	26,603,021	29,170,214	29,740,072	1.097	1.020
6/30/2016	28,685,400	30,929,941	31,064,278	1.078	1.004
6/30/2017	29,783,670	31,901,497		1.071	
6/30/2018	30,980,461				
(1) Average Factor (Best 3 of 5) :				(A) State 1.078	1.019
				(B) Multistate 1.043	1.009
(2) Credibility				0.980	0.000
(3) Credibility Weighted Factors				1.077	1.009

Summary of Factors

	<u>Bodily Injury</u>	<u>Property Damage</u>
39 to Ultimate **	1.103	1.004
27 to Ultimate	1.386	1.013
15 to Ultimate	2.164	1.091

** Multistate factors

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Trucks, Tractors and Trailers - Bodily Injury
No Fault States
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	132,035,900	182,822,264	207,711,864	218,884,216	222,434,521
6/30/2008	130,180,510	173,753,936	195,598,829	207,037,615	210,447,211
6/30/2009	118,120,736	157,408,289	180,656,622	191,446,887	194,765,136
6/30/2010	119,178,163	159,990,412	182,120,533	193,708,378	198,831,726
6/30/2011	126,249,327	175,442,563	196,484,237	207,484,896	212,072,989
6/30/2012	132,863,689	181,340,701	208,855,322	221,464,440	227,415,313
6/30/2013	140,627,001	189,906,088	214,797,825	228,527,717	233,138,931
6/30/2014	151,295,160	205,855,261	240,626,037	257,177,180	264,134,893
6/30/2015	154,100,111	220,235,328	256,551,389	274,904,514	
6/30/2016	177,522,859	249,428,431	293,102,595		
6/30/2017	183,027,649	261,238,867			
6/30/2018	200,287,109				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	1.385	1.136	1.054	1.016
6/30/2008	1.335	1.126	1.058	1.016
6/30/2009	1.333	1.148	1.060	1.017
6/30/2010	1.342	1.138	1.064	1.026
6/30/2011	1.390	1.120	1.056	1.022
6/30/2012	1.365	1.152	1.060	1.027
6/30/2013	1.350	1.131	1.064	1.020
6/30/2014	1.361	1.169	1.069	1.027
6/30/2015	1.429	1.165	1.072	
6/30/2016	1.405	1.175		
6/30/2017	1.427			
Average Factor: (Best 3 of 5)	1.398	1.162	1.064	1.025

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.011
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.036
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.103
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.281
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.791

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Trucks, Tractors and Trailers - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	224,130,419	224,971,519	225,424,197	225,518,536	225,604,636
6/30/2008	213,107,016	214,079,401	214,329,704	214,466,072	214,434,514
6/30/2009	196,935,284	197,088,492	197,281,857	197,197,495	197,405,310
6/30/2010	199,354,384	199,709,747	200,633,553	200,699,680	
6/30/2011	212,471,409	214,150,055	214,505,270		
6/30/2012	228,439,807	228,942,757			
6/30/2013	235,199,036				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	1.008	1.004	1.002	1.000	1.000
6/30/2008	1.013	1.005	1.001	1.001	1.000
6/30/2009	1.011	1.001	1.001	1.000	1.001
6/30/2010	1.003	1.002	1.005	1.000	
6/30/2011	1.002	1.008	1.002		
6/30/2012	1.005	1.002			
6/30/2013	1.009				

Average Factor: 1.006 1.003 1.002 1.000 1.000
 (Best 3 of 5)

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.005

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Trucks, Tractors and Trailers - Property Damage
Multistate
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	454,588,371	474,262,802	477,454,670	478,482,149	478,505,716
6/30/2008	451,084,010	468,624,324	470,449,876	471,285,271	472,196,794
6/30/2009	383,446,334	393,964,943	396,301,833	396,943,561	397,016,365
6/30/2010	361,904,823	373,017,844	375,442,937	376,898,198	377,525,942
6/30/2011	389,042,306	403,274,774	404,942,885	406,040,474	406,413,239
6/30/2012	406,013,751	418,935,372	422,976,335	423,073,117	423,938,769
6/30/2013	411,931,582	426,305,986	430,146,109	431,910,671	431,721,722
6/30/2014	445,211,593	461,904,566	465,431,245	466,344,683	466,058,401
6/30/2015	464,387,179	486,787,340	491,282,360	492,978,684	
6/30/2016	511,908,280	536,694,171	543,339,221		
6/30/2017	538,450,296	562,225,987			
6/30/2018	561,999,905				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	1.043	1.007	1.002	1.000
6/30/2008	1.039	1.004	1.002	1.002
6/30/2009	1.027	1.006	1.002	1.000
6/30/2010	1.031	1.007	1.004	1.002
6/30/2011	1.037	1.004	1.003	1.001
6/30/2012	1.032	1.010	1.000	1.002
6/30/2013	1.035	1.009	1.004	1.000
6/30/2014	1.037	1.008	1.002	0.999
6/30/2015	1.048	1.009	1.003	
6/30/2016	1.048	1.012		
6/30/2017	1.044			
Average Factor: (Best 3 of 5)	1.043	1.009	1.003	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.013
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.057

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Trucks, Tractors and Trailers - Property Damage
 Multistate
 Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
6/30/2007	478,439,409	478,358,291	478,512,270	478,417,123
6/30/2008	472,371,764	472,394,374	472,358,575	472,353,851
6/30/2009	397,190,343	397,190,098	397,333,334	397,310,256
6/30/2010	377,148,021	377,401,469	377,494,441	377,621,557
6/30/2011	407,007,503	407,177,947	407,078,982	
6/30/2012	423,926,226	424,135,352		
6/30/2013	432,068,959			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
6/30/2007	1.000	1.000	1.000	1.000
6/30/2008	1.000	1.000	1.000	1.000
6/30/2009	1.000	1.000	1.000	1.000
6/30/2010	0.999	1.001	1.000	1.000
6/30/2011	1.001	1.000	1.000	
6/30/2012	1.000	1.000		
6/30/2013	1.001			
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000

Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
Automobile Liability Insurance - Private Passenger Types
Loss Development
Incurred Losses and Expenses
Bodily Injury

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
				15 to 27 <u>Months</u>	27 to 39 <u>Months</u>	
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>			
6/30/2007	6,619,785	10,337,530	12,261,201	1.562	1.186	
6/30/2008	6,021,062	9,042,979	11,126,863	1.502	1.230	
6/30/2009	6,626,126	10,045,315	12,629,250	1.516	1.257	
6/30/2010	6,874,151	9,556,660	12,568,954	1.390	1.315	
6/30/2011	6,967,689	10,886,522	14,073,929	1.562	1.293	
6/30/2012	6,666,022	9,069,792	11,511,115	1.361	1.269	
6/30/2013	5,873,653	9,356,135	11,678,583	1.593	1.248	
6/30/2014	6,347,772	9,970,356	13,174,600	1.571	1.321	
6/30/2015	5,567,500	9,330,063	12,093,434	1.676	1.296	
6/30/2016	7,063,848	11,587,557	13,872,569	1.640	1.197	
6/30/2017	6,338,546	9,707,207		1.531		
6/30/2018	5,197,576					
(1) Average Factor (Best 3 of 5) :				(A) State	1.601	1.271
				(B) Multistate	1.443	1.161
(2) Credibility					0.960	0.950
(3) Credibility Weighted Factors					1.595	1.266

Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
				15 to 27 <u>Months</u>	27 to 39 <u>Months</u>	
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>			
6/30/2007	7,039,513	7,642,546	7,716,577	1.086	1.010	
6/30/2008	7,057,032	7,499,451	7,546,470	1.063	1.006	
6/30/2009	7,168,484	7,658,958	7,932,904	1.068	1.036	
6/30/2010	6,502,162	6,977,820	7,154,936	1.073	1.025	
6/30/2011	6,975,802	7,659,093	7,806,984	1.098	1.019	
6/30/2012	7,217,503	7,474,784	7,672,038	1.036	1.026	
6/30/2013	6,581,764	7,213,190	7,501,998	1.096	1.040	
6/30/2014	7,160,938	7,593,874	7,830,271	1.060	1.031	
6/30/2015	7,054,748	7,881,659	8,130,292	1.117	1.032	
6/30/2016	6,905,648	7,561,367	7,433,425	1.095	0.983	
6/30/2017	7,093,636	7,356,386		1.037		
6/30/2018	5,889,417					
(1) Average Factor (Best 3 of 5) :				(A) State	1.084	1.030
				(B) Multistate	1.043	1.007
(2) Credibility					0.970	0.000
(3) Credibility Weighted Factors					1.083	1.007

Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.079	1.004
27 to Ultimate	1.366	1.011
15 to Ultimate	2.179	1.095

** Multistate factors

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Private Passenger Types - Bodily Injury
No Fault States
Incurred Losses and Expenses

Table with columns: Accident Year Ending, \$100,000 Basic Limit (15 Months, 27 Months, 39 Months, 51 Months, 63 Months). Rows list years from 6/30/2007 to 6/30/2018.

Ratios

Table with columns: Accident Year Ending, Ratios (27:15, 39:27, 51:39, 63:51). Rows list years from 6/30/2007 to 6/30/2017, plus Average Factor (Best 3 of 5).

Summary of Factors

Table showing factor calculations: 63 to Ult, 51 to Ult, 39 to Ult, 27 to Ult, 15 to Ult with corresponding ratios and values.

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Private Passenger Types - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	56,851,848	57,012,053	56,855,280	56,846,581	56,856,482
6/30/2008	50,788,207	50,781,459	50,641,260	50,588,845	50,502,126
6/30/2009	51,301,607	51,682,940	51,578,734	51,596,533	51,635,988
6/30/2010	54,290,286	54,245,152	54,357,132	54,393,477	
6/30/2011	58,626,309	58,422,071	58,267,885		
6/30/2012	58,136,774	58,168,319			
6/30/2013	63,614,936				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	1.008	1.003	0.997	1.000	1.000
6/30/2008	1.004	1.000	0.997	0.999	0.998
6/30/2009	1.009	1.007	0.998	1.000	1.001
6/30/2010	1.002	0.999	1.002	1.001	
6/30/2011	1.009	0.997	0.997		
6/30/2012	1.005	1.001			
6/30/2013	1.004				
Average Factor: (Best 3 of 5)	1.006	1.000	0.997	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.997
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.997

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Private Passenger Types - Property Damage
 Multistate
 Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
6/30/2007	88,197,899	91,427,704	91,707,657	91,752,979	91,811,338
6/30/2008	89,307,021	91,974,446	92,684,216	92,703,274	92,722,691
6/30/2009	84,795,946	87,377,900	87,844,500	87,999,240	87,903,636
6/30/2010	80,421,758	83,012,925	83,473,037	83,735,519	83,828,568
6/30/2011	85,557,139	88,777,108	89,535,157	89,756,688	90,161,730
6/30/2012	89,230,912	91,915,355	92,462,599	93,066,276	93,176,385
6/30/2013	88,463,965	91,918,701	92,648,921	92,861,198	92,903,616
6/30/2014	90,643,496	94,463,592	95,363,779	95,388,857	95,492,165
6/30/2015	88,979,407	92,641,496	93,408,979	93,425,719	
6/30/2016	93,397,141	98,474,892	98,897,837		
6/30/2017	91,645,710	95,870,976			
6/30/2018	90,437,823				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
6/30/2007	1.037	1.003	1.000	1.001
6/30/2008	1.030	1.008	1.000	1.000
6/30/2009	1.030	1.005	1.002	0.999
6/30/2010	1.032	1.006	1.003	1.001
6/30/2011	1.038	1.009	1.002	1.005
6/30/2012	1.030	1.006	1.007	1.001
6/30/2013	1.039	1.008	1.002	1.000
6/30/2014	1.042	1.010	1.000	1.001
6/30/2015	1.041	1.008	1.000	
6/30/2016	1.054	1.004		
6/30/2017	1.046			
Average Factor: (Best 3 of 5)	1.043	1.007	1.001	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.011
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.055

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Private Passenger Types - Property Damage
Multistate
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
6/30/2007	91,729,630	91,787,658	91,726,683	91,734,311
6/30/2008	92,745,633	92,752,263	92,748,754	92,748,809
6/30/2009	87,977,577	87,940,452	87,946,097	87,966,712
6/30/2010	83,975,464	83,946,189	83,939,464	83,939,865
6/30/2011	90,386,345	90,551,020	90,393,316	
6/30/2012	93,355,783	93,358,423		
6/30/2013	92,835,333			

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
6/30/2007	0.999	1.001	0.999	1.000
6/30/2008	1.000	1.000	1.000	1.000
6/30/2009	1.001	1.000	1.000	1.000
6/30/2010	1.002	1.000	1.000	1.000
6/30/2011	1.002	1.002	0.998	
6/30/2012	1.002	1.000		
6/30/2013	0.999			
Average Factor: (Best 3 of 5)	1.002	1.000	1.000	1.000

Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY
No-Fault Insurance - Private Passenger Types (A)
Loss Development

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2009	2,881,277	3,036,526	3,505,566	3,485,758	3,546,451
6/30/2010	2,287,078	2,396,049	2,797,498	2,776,919	2,652,832
6/30/2011	2,193,183	2,508,925	2,531,251	2,606,381	2,615,554
6/30/2012	2,641,367	2,599,414	2,710,019	2,610,691	2,571,495
6/30/2013	2,672,634	2,799,202	2,844,577	2,923,073	2,866,082
6/30/2014	2,946,873	3,117,619	3,139,859	3,066,793	2,994,866
6/30/2015	2,196,659	1,947,364	1,948,756	1,985,096	
6/30/2016	2,126,456	2,300,326	2,729,113		
6/30/2017	1,720,322	1,753,327			
6/30/2018	1,565,615				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2009	1.054	1.154	0.994	1.017
6/30/2010	1.048	1.168	0.993	0.955
6/30/2011	1.144	1.009	1.030	1.004
6/30/2012	0.984	1.043	0.963	0.985
6/30/2013	1.047	1.016	1.028	0.981
6/30/2014	1.058	1.007	0.977	0.977
6/30/2015	0.887	1.001	1.019	
6/30/2016	1.082	1.186		
6/30/2017	1.019			

Average Factor:

(Best 3 of 5)	1.041	1.022	1.008	0.981
(Latest 3)	0.996	1.065	1.008	0.981
(Latest 5)	1.019	1.051	1.003	0.980

Selected Factor:	1.041	1.022	1.008	0.981
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	0.981
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.989
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.011
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.052

(A) Includes Basic Benefits Losses.

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Trucks, Tractors and Trailers - Other than Collision
Multistate
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	110,377,450	112,693,692	112,630,518	112,419,461	112,372,229
6/30/2008	138,528,523	142,355,170	142,254,547	142,105,508	142,082,657
6/30/2009	132,646,941	134,654,506	134,488,386	134,623,684	134,655,111
6/30/2010	134,360,155	137,769,546	138,118,245	138,119,512	138,012,406
6/30/2011	152,717,272	157,380,136	157,480,324	157,473,589	157,571,775
6/30/2012	163,089,839	167,896,779	167,618,028	167,726,062	167,785,497
6/30/2013	181,857,401	186,159,044	186,383,187	186,584,002	186,761,635
6/30/2014	156,543,856	161,491,932	162,130,621	162,097,026	162,152,785
6/30/2015	151,544,225	155,815,365	155,778,343	155,796,938	
6/30/2016	171,036,787	175,896,478	176,340,571		
6/30/2017	212,220,796	218,256,637			
6/30/2018	209,499,876				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	1.021	0.999	0.998	1.000
6/30/2008	1.028	0.999	0.999	1.000
6/30/2009	1.015	0.999	1.001	1.000
6/30/2010	1.025	1.003	1.000	0.999
6/30/2011	1.031	1.001	1.000	1.001
6/30/2012	1.029	0.998	1.001	1.000
6/30/2013	1.024	1.001	1.001	1.001
6/30/2014	1.032	1.004	1.000	1.000
6/30/2015	1.028	1.000	1.000	
6/30/2016	1.028	1.003		
6/30/2017	1.028			
Average Factor: (Best 3 of 5)	1.028	1.001	1.000	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.029

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Trucks, Tractors and Trailers - Other than Collision
 Multistate
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	112,332,698	112,369,580	112,330,275	112,322,766	112,348,460
6/30/2008	142,075,789	142,059,570	141,979,944	141,993,059	141,992,372
6/30/2009	134,842,382	134,820,683	134,909,424	134,923,432	134,923,834
6/30/2010	138,149,316	138,122,877	138,124,923	138,126,041	
6/30/2011	157,627,119	157,627,794	157,619,100		
6/30/2012	167,638,719	167,643,544			
6/30/2013	186,776,248				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	1.000	1.000	1.000	1.000	1.000
6/30/2008	1.000	1.000	0.999	1.000	1.000
6/30/2009	1.001	1.000	1.001	1.000	1.000
6/30/2010	1.001	1.000	1.000	1.000	
6/30/2011	1.000	1.000	1.000		
6/30/2012	0.999	1.000			
6/30/2013	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Trucks, Tractors and Trailers - Collision
Multistate
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	346,512,563	339,587,803	337,458,375	337,204,364	337,287,984
6/30/2008	379,006,444	372,763,500	371,147,893	370,618,357	370,262,256
6/30/2009	337,780,567	332,902,663	331,697,791	331,234,538	331,179,852
6/30/2010	315,223,335	311,099,673	310,277,589	310,058,839	309,914,912
6/30/2011	349,791,773	345,682,184	344,151,744	343,589,386	343,544,881
6/30/2012	363,819,401	358,393,131	356,894,379	356,510,290	356,506,985
6/30/2013	372,737,362	365,121,298	363,452,884	362,896,322	363,275,515
6/30/2014	405,861,355	397,605,941	396,201,479	395,934,031	395,739,325
6/30/2015	431,515,978	419,858,013	417,567,367	417,039,548	
6/30/2016	457,277,923	446,594,786	443,916,167		
6/30/2017	501,735,731	487,961,410			
6/30/2018	537,564,607				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	0.980	0.994	0.999	1.000
6/30/2008	0.984	0.996	0.999	0.999
6/30/2009	0.986	0.996	0.999	1.000
6/30/2010	0.987	0.997	0.999	1.000
6/30/2011	0.988	0.996	0.998	1.000
6/30/2012	0.985	0.996	0.999	1.000
6/30/2013	0.980	0.995	0.998	1.001
6/30/2014	0.980	0.996	0.999	1.000
6/30/2015	0.973	0.995	0.999	
6/30/2016	0.977	0.994		
6/30/2017	0.973			
Average Factor: (Best 3 of 5)	0.977	0.995	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.994
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.971

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Trucks, Tractors and Trailers - Collision
Multistate
Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	337,176,473	337,687,218	337,104,274	337,088,416	337,129,662
6/30/2008	370,167,503	370,086,792	370,059,727	370,114,614	370,103,565
6/30/2009	331,160,861	331,035,717	331,021,125	331,005,334	331,001,788
6/30/2010	309,948,454	309,929,043	309,939,094	309,972,007	
6/30/2011	343,484,342	343,382,529	343,330,752		
6/30/2012	356,442,849	356,396,620			
6/30/2013	363,157,705				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	1.000	1.002	0.998	1.000	1.000
6/30/2008	1.000	1.000	1.000	1.000	1.000
6/30/2009	1.000	1.000	1.000	1.000	1.000
6/30/2010	1.000	1.000	1.000	1.000	
6/30/2011	1.000	1.000	1.000		
6/30/2012	1.000	1.000			
6/30/2013	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Private Passenger Types - Other than Collision
 Multistate
 Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	41,934,646	42,466,662	42,569,132	42,601,859	42,539,784
6/30/2008	46,558,911	47,217,595	47,139,353	47,082,954	47,097,635
6/30/2009	45,613,444	45,981,546	45,978,165	45,924,295	45,889,428
6/30/2010	48,788,256	49,651,277	49,601,120	49,609,140	49,610,669
6/30/2011	60,189,479	61,825,993	61,800,156	61,797,054	61,771,527
6/30/2012	63,691,196	64,314,500	64,413,554	64,400,321	64,398,654
6/30/2013	71,880,529	72,335,050	72,376,050	72,446,913	72,455,921
6/30/2014	54,708,780	56,244,837	56,409,016	56,425,138	56,429,076
6/30/2015	47,880,123	48,725,619	48,791,856	48,804,924	
6/30/2016	53,034,248	54,129,469	54,155,742		
6/30/2017	59,087,822	60,743,163			
6/30/2018	63,762,180				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	1.013	1.002	1.001	0.999
6/30/2008	1.014	0.998	0.999	1.000
6/30/2009	1.008	1.000	0.999	0.999
6/30/2010	1.018	0.999	1.000	1.000
6/30/2011	1.027	1.000	1.000	1.000
6/30/2012	1.010	1.002	1.000	1.000
6/30/2013	1.006	1.001	1.001	1.000
6/30/2014	1.028	1.003	1.000	1.000
6/30/2015	1.018	1.001	1.000	
6/30/2016	1.021	1.000		
6/30/2017	1.028			
Average Factor: (Best 3 of 5)	1.022	1.001	1.000	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.023

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Private Passenger Types - Other than Collision
 Multistate
 Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	42,468,525	42,470,978	42,463,001	42,461,663	42,466,516
6/30/2008	47,101,025	47,100,281	47,101,300	47,104,619	47,115,535
6/30/2009	45,897,362	45,896,496	45,896,863	45,896,003	45,893,154
6/30/2010	49,592,447	49,592,742	49,628,168	49,632,580	
6/30/2011	61,775,629	61,766,425	61,771,088		
6/30/2012	64,417,362	64,411,871			
6/30/2013	72,457,214				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	0.998	1.000	1.000	1.000	1.000
6/30/2008	1.000	1.000	1.000	1.000	1.000
6/30/2009	1.000	1.000	1.000	1.000	1.000
6/30/2010	1.000	1.000	1.001	1.000	
6/30/2011	1.000	1.000	1.000		
6/30/2012	1.000	1.000			
6/30/2013	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Private Passenger Types - Collision
Multistate
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
6/30/2007	131,593,165	127,052,647	126,283,960	126,166,615	126,082,081
6/30/2008	138,872,398	134,038,428	133,204,343	132,999,997	132,931,981
6/30/2009	137,724,523	133,471,658	133,022,409	132,731,188	132,668,590
6/30/2010	128,385,855	124,149,076	123,844,990	123,717,613	123,646,210
6/30/2011	136,942,037	132,198,327	131,787,135	131,576,783	131,589,438
6/30/2012	148,056,132	143,565,101	142,918,803	142,869,474	142,785,349
6/30/2013	146,477,963	140,187,024	139,283,963	139,239,427	139,282,568
6/30/2014	151,302,540	144,733,944	144,092,280	143,974,811	143,945,204
6/30/2015	157,617,120	150,169,447	148,872,369	148,682,352	
6/30/2016	163,599,405	155,671,473	154,299,854		
6/30/2017	160,350,794	153,202,735			
6/30/2018	166,421,077				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
6/30/2007	0.965	0.994	0.999	0.999
6/30/2008	0.965	0.994	0.998	0.999
6/30/2009	0.969	0.997	0.998	1.000
6/30/2010	0.967	0.998	0.999	0.999
6/30/2011	0.965	0.997	0.998	1.000
6/30/2012	0.970	0.995	1.000	0.999
6/30/2013	0.957	0.994	1.000	1.000
6/30/2014	0.957	0.996	0.999	1.000
6/30/2015	0.953	0.991	0.999	
6/30/2016	0.952	0.991		
6/30/2017	0.955			
Average Factor: (Best 3 of 5)	0.955	0.993	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.992
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.947

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Private Passenger Types - Collision
 Multistate
 Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
6/30/2007	126,028,716	126,006,119	125,995,076	125,984,116	125,983,733
6/30/2008	132,910,868	132,899,301	132,888,821	132,884,014	132,878,941
6/30/2009	132,636,680	132,612,359	132,609,593	132,596,781	132,581,054
6/30/2010	123,617,145	123,605,809	123,602,195	123,584,888	
6/30/2011	131,538,717	131,540,755	131,536,583		
6/30/2012	142,757,316	142,716,514			
6/30/2013	139,259,097				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
6/30/2007	1.000	1.000	1.000	1.000	1.000
6/30/2008	1.000	1.000	1.000	1.000	1.000
6/30/2009	1.000	1.000	1.000	1.000	1.000
6/30/2010	1.000	1.000	1.000	1.000	
6/30/2011	1.000	1.000	1.000		
6/30/2012	1.000	1.000			
6/30/2013	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:				(1.000)	=	1.000
111 to Ult:				(123:111) (123:Ult)	=	1.000
99 to Ult:				(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:				(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:				(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

(1)	Public Automobiles Liability	Differentials to Base Loss Cost CSL Liab	
	Taxis & Limos		6.20
	School and Church Buses		0.55
	Other Buses		3.80
	Van Pools		1.50
(2)	Public Automobiles Physical Damage		
	Taxis, Limos and Van Pools		
	Other Than Collision:		1.02
	Collision		1.27
	School, Church, and Other Buses		
	Other Than Collision:		0.70
	Collision		0.65
(3)	Medical Payments Relativities		<u>EXHIBIT C17</u>
(4)	PIP Relativities		
	Class of Business		
	PPT principally operated by employees		0.850
(5)	Specified Cause of Loss Relativity		0.936
(6)	The loss cost for hired autos is set forth in Section D. It applies in all territories and is calculated as 0.15% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	Trucks, Tractors and Trailers				Private Passenger Types				Other Buses			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0022	0.0034	0.0051	0.0087	0.0063	0.0109	0.0180	0.0318	0.0038	0.0061	0.0097	0.0165
102	0.0020	0.0032	0.0048	0.0082	0.0063	0.0109	0.0180	0.0318	0.0045	0.0073	0.0115	0.0197
103	0.0030	0.0047	0.0071	0.0121	0.0063	0.0109	0.0180	0.0318	0.0046	0.0075	0.0119	0.0203
104	0.0031	0.0049	0.0074	0.0125	0.0063	0.0109	0.0180	0.0318	0.0044	0.0073	0.0114	0.0195
105	0.0024	0.0038	0.0058	0.0098	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
106	0.0025	0.0039	0.0059	0.0101	0.0063	0.0109	0.0180	0.0318	0.0063	0.0103	0.0161	0.0275
107	0.0018	0.0029	0.0043	0.0074	0.0063	0.0109	0.0180	0.0318	0.0048	0.0078	0.0123	0.0210
108	0.0028	0.0044	0.0067	0.0113	0.0063	0.0109	0.0180	0.0318	0.0051	0.0084	0.0132	0.0225
110	0.0038	0.0059	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0057	0.0093	0.0146	0.0250
111	0.0024	0.0038	0.0057	0.0097	0.0063	0.0109	0.0180	0.0318	0.0045	0.0074	0.0117	0.0200
112	0.0030	0.0047	0.0071	0.0120	0.0063	0.0109	0.0180	0.0318	0.0050	0.0082	0.0128	0.0219
113	0.0037	0.0058	0.0089	0.0150	0.0063	0.0109	0.0180	0.0318	0.0057	0.0094	0.0147	0.0251
114	0.0039	0.0061	0.0094	0.0159	0.0063	0.0109	0.0180	0.0318	0.0065	0.0106	0.0167	0.0285
115	0.0037	0.0058	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0066	0.0108	0.0170	0.0291
116	0.0045	0.0070	0.0106	0.0180	0.0063	0.0109	0.0180	0.0318	0.0063	0.0103	0.0162	0.0277
117	0.0038	0.0059	0.0090	0.0153	0.0063	0.0109	0.0180	0.0318	0.0066	0.0108	0.0169	0.0289
119	0.0024	0.0037	0.0056	0.0095	0.0063	0.0109	0.0180	0.0318	0.0054	0.0089	0.0139	0.0238
122	0.0020	0.0032	0.0048	0.0082	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
123	0.0020	0.0030	0.0046	0.0079	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
124	0.0029	0.0045	0.0068	0.0116	0.0063	0.0109	0.0180	0.0318	0.0050	0.0082	0.0129	0.0220
125	0.0038	0.0059	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0066	0.0107	0.0169	0.0288
126	0.0053	0.0082	0.0125	0.0212	0.0063	0.0109	0.0180	0.0318	0.0076	0.0124	0.0195	0.0333
127	0.0045	0.0071	0.0108	0.0183	0.0063	0.0109	0.0180	0.0318	0.0070	0.0114	0.0179	0.0306
131	0.0044	0.0069	0.0105	0.0178	0.0063	0.0109	0.0180	0.0318	0.0060	0.0099	0.0155	0.0266
138	0.0034	0.0054	0.0082	0.0139	0.0063	0.0109	0.0180	0.0318	0.0044	0.0072	0.0114	0.0194
139	0.0036	0.0056	0.0085	0.0144	0.0063	0.0109	0.0180	0.0318	0.0055	0.0090	0.0141	0.0242
140	0.0029	0.0045	0.0069	0.0117	0.0063	0.0109	0.0180	0.0318	0.0038	0.0062	0.0097	0.0165

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	School and Church Buses				Taxis and Limos				Van Pools			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0053	0.0088	0.0139	0.0222	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
102	0.0063	0.0104	0.0164	0.0262	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
103	0.0065	0.0108	0.0170	0.0272	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
104	0.0064	0.0106	0.0167	0.0267	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
105	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
106	0.0090	0.0150	0.0236	0.0377	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
107	0.0067	0.0112	0.0175	0.0280	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
108	0.0071	0.0118	0.0186	0.0297	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
110	0.0081	0.0134	0.0211	0.0337	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
111	0.0065	0.0108	0.0169	0.0270	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
112	0.0071	0.0118	0.0186	0.0297	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
113	0.0082	0.0135	0.0213	0.0340	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
114	0.0094	0.0155	0.0244	0.0390	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
115	0.0094	0.0157	0.0246	0.0394	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
116	0.0091	0.0152	0.0238	0.0380	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
117	0.0094	0.0156	0.0245	0.0391	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
119	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
122	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
123	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
124	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
125	0.0094	0.0155	0.0244	0.0390	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
126	0.0108	0.0179	0.0281	0.0449	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
127	0.0098	0.0163	0.0256	0.0408	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
131	0.0086	0.0143	0.0225	0.0359	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
138	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
139	0.0078	0.0129	0.0203	0.0325	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
140	0.0074	0.0123	0.0193	0.0309	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321

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**NEW JERSEY (29)
TERRITORY 101**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1527	\$3	\$5	\$8	\$13	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 1552	\$10	\$17	\$28	\$49		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 1082	N/A	N/A	N/A	N/A	Not Principally Operated By Employees	Principally Operated By Employees
					\$ 232	\$ 197
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 9467	\$74	\$131	\$216	\$394		N/A
– SCHOOL AND CHURCH BUSES						
\$ 840	\$4	\$7	\$12	\$19		N/A
– OTHER BUSES						
\$ 5803	\$22	\$35	\$56	\$96		N/A
– VAN POOLS						
\$ 2291	\$18	\$27	\$42	\$74		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1601	Refer to Rule 49.				All Autos	
					N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1124	\$2	\$4	\$5	\$9	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 1394	\$9	\$15	\$25	\$44		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 968	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 126	Principally Operated By Employees \$ 107
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 6969	\$54	\$96	\$159	\$290		N/A
– SCHOOL AND CHURCH BUSES						
\$ 618	\$4	\$6	\$10	\$16		N/A
– OTHER BUSES						
\$ 4271	\$19	\$31	\$49	\$84		N/A
– VAN POOLS						
\$ 1686	\$13	\$20	\$31	\$54		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1239	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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**NEW JERSEY (29)
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1061	\$3	\$5	\$8	\$13	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> • NOT SUBJECT TO NO-FAULT 						
\$ 1069	\$7	\$12	\$19	\$34		
<ul style="list-style-type: none"> • SUBJECT TO NO-FAULT 						
\$ 738	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 135	Principally Operated By Employees \$ 115
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 6578	\$51	\$91	\$150	\$274		N/A
– SCHOOL AND CHURCH BUSES						
\$ 584	\$4	\$6	\$10	\$16		N/A
– OTHER BUSES						
\$ 4032	\$19	\$30	\$48	\$82		N/A
– VAN POOLS						
\$ 1592	\$12	\$19	\$29	\$51		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1192	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. • The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. • For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1145	\$4	\$6	\$8	\$14	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
• NOT SUBJECT TO NO-FAULT						
\$ 1233	\$8	\$13	\$22	\$39		
• SUBJECT TO NO-FAULT						
\$ 851	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 125	Principally Operated By Employees \$ 106
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 7099	\$55	\$98	\$162	\$295		N/A
– SCHOOL AND CHURCH BUSES						
\$ 630	\$4	\$7	\$11	\$17		N/A
– OTHER BUSES						
\$ 4351	\$19	\$32	\$50	\$85		N/A
– VAN POOLS						
\$ 1718	\$13	\$21	\$32	\$55		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1242	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. • The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. • For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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**NEW JERSEY (29)
TERRITORY 105**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 947	\$2	\$4	\$5	\$9	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 972	\$6	\$11	\$17	\$31		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 677	N/A	N/A	N/A	N/A	Not Principally Operated By Employees	Principally Operated By Employees
					\$ 119	\$ 101
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 5871	\$46	\$81	\$134	\$244		N/A
– SCHOOL AND CHURCH BUSES						
\$ 521	\$4	\$7	\$11	\$18		N/A
– OTHER BUSES						
\$ 3599	\$19	\$32	\$50	\$85		N/A
– VAN POOLS						
\$ 1421	\$11	\$17	\$26	\$46		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1039	Refer to Rule 49.				All Autos	
					N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 640	\$2	\$3	\$4	\$6	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 631	\$4	\$7	\$11	\$20		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 436	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 65	Principally Operated By Employees \$ 55
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3968	\$31	\$55	\$90	\$165		N/A
– SCHOOL AND CHURCH BUSES						
\$ 352	\$3	\$5	\$8	\$13		N/A
– OTHER BUSES						
\$ 2432	\$15	\$25	\$39	\$67		N/A
– VAN POOLS						
\$ 960	\$7	\$12	\$18	\$31		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 747	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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**NEW JERSEY (29)
TERRITORY 107**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 972	\$2	\$3	\$4	\$7	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 1172	\$7	\$13	\$21	\$37		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 773	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 88	Principally Operated By Employees \$ 75
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 6026	\$47	\$83	\$137	\$251	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 535	\$4	\$6	\$9	\$15	N/A	
– OTHER BUSES						
\$ 3694	\$18	\$29	\$45	\$78	N/A	
– VAN POOLS						
\$ 1458	\$11	\$17	\$27	\$47	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1128	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 999	\$3	\$4	\$7	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 846	\$5	\$9	\$15	\$27		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 587	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 78	Principally Operated By Employees \$ 66
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 6194	\$48	\$85	\$141	\$258		N/A
– SCHOOL AND CHURCH BUSES						
\$ 549	\$4	\$6	\$10	\$16		N/A
– OTHER BUSES						
\$ 3796	\$19	\$32	\$50	\$85		N/A
– VAN POOLS						
\$ 1499	\$12	\$18	\$28	\$48		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1020	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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**NEW JERSEY (29)
TERRITORY 110**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 782	\$3	\$5	\$7	\$12	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 745	\$5	\$8	\$13	\$24		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 519	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 81	Principally Operated By Employees \$ 69
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4848	\$38	\$67	\$111	\$202	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 430	\$3	\$6	\$9	\$14	N/A	
– OTHER BUSES						
\$ 2972	\$17	\$28	\$43	\$74	N/A	
– VAN POOLS						
\$ 1173	\$9	\$14	\$22	\$38	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 874	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1150	\$3	\$4	\$7	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 1056	\$7	\$12	\$19	\$34		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 732	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 108	Principally Operated By Employees \$ 92
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 7130	\$56	\$98	\$163	\$297		N/A
– SCHOOL AND CHURCH BUSES						
\$ 633	\$4	\$7	\$11	\$17		N/A
– OTHER BUSES						
\$ 4370	\$20	\$32	\$51	\$87		N/A
– VAN POOLS						
\$ 1725	\$13	\$21	\$32	\$55		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1219	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 838	\$3	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 743	\$5	\$8	\$13	\$24		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 519	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 87	Principally Operated By Employees \$ 74
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 5196	\$41	\$72	\$118	\$216		N/A
– SCHOOL AND CHURCH BUSES						
\$ 461	\$3	\$5	\$9	\$14		N/A
– OTHER BUSES						
\$ 3184	\$16	\$26	\$41	\$70		N/A
– VAN POOLS						
\$ 1257	\$10	\$15	\$23	\$40		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1062	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 741	\$3	\$4	\$7	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 912	\$6	\$10	\$16	\$29		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 616	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 143	Principally Operated By Employees \$ 122
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4594	\$36	\$63	\$105	\$191		N/A
– SCHOOL AND CHURCH BUSES						
\$ 408	\$3	\$6	\$9	\$14		N/A
– OTHER BUSES						
\$ 2816	\$16	\$26	\$41	\$71		N/A
– VAN POOLS						
\$ 1112	\$9	\$13	\$21	\$36		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 868	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 612	\$2	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 632	\$4	\$7	\$11	\$20		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 437	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 73	Principally Operated By Employees \$ 62
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3794	\$30	\$52	\$87	\$158	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 337	\$3	\$5	\$8	\$13	N/A	
– OTHER BUSES						
\$ 2326	\$15	\$25	\$39	\$66	N/A	
– VAN POOLS						
\$ 918	\$7	\$11	\$17	\$29	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 706	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 598	\$2	\$3	\$5	\$9	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 607	\$4	\$7	\$11	\$19		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 428	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 58	Principally Operated By Employees \$ 49
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3708	\$29	\$51	\$85	\$154		N/A
– SCHOOL AND CHURCH BUSES						
\$ 329	\$3	\$5	\$8	\$13		N/A
– OTHER BUSES						
\$ 2272	\$15	\$25	\$39	\$66		N/A
– VAN POOLS						
\$ 897	\$7	\$11	\$17	\$29		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 701	Refer to Rule 49.				All Autos	N/A
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 624	\$3	\$4	\$7	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 660	\$4	\$7	\$12	\$21		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 460	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 63	Principally Operated By Employees \$ 54
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3869	\$30	\$53	\$88	\$161	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 343	\$3	\$5	\$8	\$13	N/A	
– OTHER BUSES						
\$ 2371	\$15	\$24	\$38	\$66	N/A	
– VAN POOLS						
\$ 936	\$7	\$11	\$17	\$30	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 737	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 638	\$2	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 739	\$5	\$8	\$13	\$24		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 509	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 64	Principally Operated By Employees \$ 54
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3956	\$31	\$55	\$90	\$165	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 351	\$3	\$5	\$9	\$14	N/A	
– OTHER BUSES						
\$ 2424	\$16	\$26	\$41	\$70	N/A	
– VAN POOLS						
\$ 957	\$7	\$11	\$18	\$31	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 705	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 762	\$2	\$3	\$4	\$7	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 1213	\$8	\$13	\$22	\$39		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 837	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 99	Principally Operated By Employees \$ 84
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4724	\$37	\$65	\$108	\$197		N/A
– SCHOOL AND CHURCH BUSES						
\$ 419	\$3	\$6	\$9	\$14		N/A
– OTHER BUSES						
\$ 2896	\$16	\$26	\$40	\$69		N/A
– VAN POOLS						
\$ 1143	\$9	\$14	\$21	\$37		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 939	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1286	\$3	\$4	\$6	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
● NOT SUBJECT TO NO-FAULT						
\$ 1365	\$9	\$15	\$25	\$43		
● SUBJECT TO NO-FAULT						
\$ 952	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 108	Principally Operated By Employees \$ 92
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 7973	\$62	\$110	\$182	\$332		N/A
– SCHOOL AND CHURCH BUSES						
\$ 707	\$6	\$10	\$15	\$24		N/A
– OTHER BUSES						
\$ 4887	\$26	\$43	\$68	\$116		N/A
– VAN POOLS						
\$ 1929	\$15	\$23	\$36	\$62		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1377	Refer to Rule 49.				All Autos	N/A
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1246	\$2	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 945	\$6	\$10	\$17	\$30		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 655	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 72	Principally Operated By Employees \$ 61
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 7725	\$60	\$107	\$176	\$321	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 685	\$6	\$9	\$15	\$23	N/A	
– OTHER BUSES						
\$ 4735	\$26	\$42	\$66	\$112	N/A	
– VAN POOLS						
\$ 1869	\$15	\$22	\$35	\$60	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1404	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 874	\$3	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
• NOT SUBJECT TO NO-FAULT						
\$ 886	\$6	\$10	\$16	\$28		
• SUBJECT TO NO-FAULT						
\$ 612	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 60	Principally Operated By Employees \$ 51
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 5419	\$42	\$75	\$124	\$225		N/A
– SCHOOL AND CHURCH BUSES						
\$ 481	\$4	\$6	\$10	\$16		N/A
– OTHER BUSES						
\$ 3321	\$17	\$27	\$43	\$73		N/A
– VAN POOLS						
\$ 1311	\$10	\$16	\$24	\$42		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1057	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. • The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. • For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 609	\$2	\$4	\$5	\$9	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 618	\$4	\$7	\$11	\$20		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 431	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 53	Principally Operated By Employees \$ 45
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3776	\$29	\$52	\$86	\$157		N/A
– SCHOOL AND CHURCH BUSES						
\$ 335	\$3	\$5	\$8	\$13		N/A
– OTHER BUSES						
\$ 2314	\$15	\$25	\$39	\$67		N/A
– VAN POOLS						
\$ 914	\$7	\$11	\$17	\$29		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 710	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 476	\$3	\$4	\$6	\$10	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 470	\$3	\$5	\$8	\$15		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 324	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 44	Principally Operated By Employees \$ 37
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 2951	\$23	\$41	\$67	\$123		N/A
– SCHOOL AND CHURCH BUSES						
\$ 262	\$3	\$5	\$7	\$12		N/A
– OTHER BUSES						
\$ 1809	\$14	\$22	\$35	\$60		N/A
– VAN POOLS						
\$ 714	\$6	\$9	\$13	\$23		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 574	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 577	\$3	\$4	\$6	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 672	\$4	\$7	\$12	\$21		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 466	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 108	Principally Operated By Employees \$ 92
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 3577	\$28	\$49	\$82	\$149		N/A
– SCHOOL AND CHURCH BUSES						
\$ 317	\$3	\$5	\$8	\$13		N/A
– OTHER BUSES						
\$ 2193	\$15	\$25	\$39	\$67		N/A
– VAN POOLS						
\$ 866	\$7	\$10	\$16	\$28		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 650	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 706	\$3	\$5	\$7	\$13	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 739	\$5	\$8	\$13	\$24		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 514	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 65	Principally Operated By Employees \$ 55
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4377	\$34	\$60	\$100	\$182		N/A
– SCHOOL AND CHURCH BUSES						
\$ 388	\$3	\$6	\$9	\$14		N/A
– OTHER BUSES						
\$ 2683	\$16	\$27	\$42	\$71		N/A
– VAN POOLS						
\$ 1059	\$8	\$13	\$20	\$34		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 801	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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TERRITORY 138**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 1131	\$4	\$6	\$9	\$16	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
● NOT SUBJECT TO NO-FAULT						
\$ 997	\$6	\$11	\$18	\$32		
● SUBJECT TO NO-FAULT						
\$ 693	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 134	Principally Operated By Employees \$ 114
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 7012	\$55	\$97	\$160	\$292	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 622	\$5	\$8	\$13	\$21	N/A	
– OTHER BUSES						
\$ 4298	\$19	\$31	\$49	\$83	N/A	
– VAN POOLS						
\$ 1697	\$13	\$20	\$31	\$54	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 1270	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 793	\$3	\$4	\$7	\$11	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> NOT SUBJECT TO NO-FAULT 						
\$ 699	\$4	\$8	\$13	\$22		
<ul style="list-style-type: none"> SUBJECT TO NO-FAULT 						
\$ 486	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 47	Principally Operated By Employees \$ 40
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4917	\$38	\$68	\$112	\$205		N/A
– SCHOOL AND CHURCH BUSES						
\$ 436	\$3	\$6	\$9	\$14		N/A
– OTHER BUSES						
\$ 3013	\$17	\$27	\$42	\$73		N/A
– VAN POOLS						
\$ 1190	\$9	\$14	\$22	\$38		N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 919	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> For liability increased limits factors, refer to Rule 100. For liability fleet factors, refer to Rules 22. and 39. Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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**NEW JERSEY (29)
TERRITORY 140**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS						
\$ 792	\$2	\$4	\$5	\$9	N/A	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS						
<ul style="list-style-type: none"> ● NOT SUBJECT TO NO-FAULT 						
\$ 883	\$6	\$10	\$16	\$28		
<ul style="list-style-type: none"> ● SUBJECT TO NO-FAULT 						
\$ 614	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 60	Principally Operated By Employees \$ 51
RULE 40. PUBLIC AUTO CLASSIFICATIONS –						
– TAXICABS AND LIMOUSINES						
\$ 4910	\$38	\$68	\$112	\$204	N/A	
– SCHOOL AND CHURCH BUSES						
\$ 436	\$3	\$5	\$8	\$13	N/A	
– OTHER BUSES						
\$ 3010	\$11	\$19	\$29	\$50	N/A	
– VAN POOLS						
\$ 1188	\$9	\$14	\$22	\$38	N/A	
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT						
\$ 974	Refer to Rule 49.				All Autos N/A	
<ul style="list-style-type: none"> ● For liability increased limits factors, refer to Rule 100. ● For liability fleet factors, refer to Rules 22. and 39. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49. ● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection. ● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium. 						

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 121	\$ 129	\$ 275
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 151	\$ 508
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 132	\$ 349
– SCHOOL AND CHURCH BUSES			
	\$ 85	\$ 90	\$ 179
– OTHER BUSES			
	\$ 85	\$ 90	\$ 179
– VAN POOLS			
	\$ 123	\$ 132	\$ 349
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 102**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 113	\$ 121	\$ 348
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 204	\$ 623
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 115	\$ 123	\$ 442
– SCHOOL AND CHURCH BUSES			
	\$ 79	\$ 85	\$ 226
– OTHER BUSES			
	\$ 79	\$ 85	\$ 226
– VAN POOLS			
	\$ 115	\$ 123	\$ 442
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 105	\$ 112	\$ 245
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 92	\$ 423
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 107	\$ 114	\$ 311
– SCHOOL AND CHURCH BUSES			
	\$ 74	\$ 78	\$ 159
– OTHER BUSES			
	\$ 74	\$ 78	\$ 159
– VAN POOLS			
	\$ 107	\$ 114	\$ 311
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 104**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 129	\$ 138	\$ 302
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 117	\$ 446
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 132	\$ 141	\$ 384
– SCHOOL AND CHURCH BUSES			
	\$ 90	\$ 97	\$ 196
– OTHER BUSES			
	\$ 90	\$ 97	\$ 196
– VAN POOLS			
	\$ 132	\$ 141	\$ 384
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 111	\$ 119	\$ 257
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 158	\$ 471
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 113	\$ 121	\$ 326
– SCHOOL AND CHURCH BUSES			
	\$ 78	\$ 83	\$ 167
– OTHER BUSES			
	\$ 78	\$ 83	\$ 167
– VAN POOLS			
	\$ 113	\$ 121	\$ 326
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 106**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 79	\$ 84	\$ 247
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 74	\$ 313
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 81	\$ 86	\$ 314
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 59	\$ 161
– OTHER BUSES			
	\$ 55	\$ 59	\$ 161
– VAN POOLS			
	\$ 81	\$ 86	\$ 314
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 96	\$ 103	\$ 234
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 149	\$ 406
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 98	\$ 105	\$ 297
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 72	\$ 152
– OTHER BUSES			
	\$ 67	\$ 72	\$ 152
– VAN POOLS			
	\$ 98	\$ 105	\$ 297
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 108**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 120	\$ 128	\$ 272
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 117	\$ 468
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 131	\$ 345
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 90	\$ 177
– OTHER BUSES			
	\$ 84	\$ 90	\$ 177
– VAN POOLS			
	\$ 122	\$ 131	\$ 345
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 70	\$ 75	\$ 222
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 75	\$ 411
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 71	\$ 77	\$ 282
– SCHOOL AND CHURCH BUSES			
	\$ 49	\$ 53	\$ 144
– OTHER BUSES			
	\$ 49	\$ 53	\$ 144
– VAN POOLS			
	\$ 71	\$ 77	\$ 282
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 111**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 120	\$ 128	\$ 240
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 99	\$ 459
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 131	\$ 305
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 90	\$ 156
– OTHER BUSES			
	\$ 84	\$ 90	\$ 156
– VAN POOLS			
	\$ 122	\$ 131	\$ 305
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 84	\$ 90	\$ 244
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 63	\$ 340
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 86	\$ 92	\$ 310
– SCHOOL AND CHURCH BUSES			
	\$ 59	\$ 63	\$ 159
– OTHER BUSES			
	\$ 59	\$ 63	\$ 159
– VAN POOLS			
	\$ 86	\$ 92	\$ 310
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 113**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 95	\$ 212
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 78	\$ 355
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 91	\$ 97	\$ 269
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 67	\$ 138
– OTHER BUSES			
	\$ 62	\$ 67	\$ 138
– VAN POOLS			
	\$ 91	\$ 97	\$ 269
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 71	\$ 76	\$ 227
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 63	\$ 308
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 72	\$ 78	\$ 288
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 53	\$ 148
– OTHER BUSES			
	\$ 50	\$ 53	\$ 148
– VAN POOLS			
	\$ 72	\$ 78	\$ 288
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 115**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 80	\$ 86	\$ 236
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 76	\$ 307
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 82	\$ 88	\$ 300
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 60	\$ 153
– OTHER BUSES			
	\$ 56	\$ 60	\$ 153
– VAN POOLS			
	\$ 82	\$ 88	\$ 300
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 61	\$ 65	\$ 200
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 99	\$ 363
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 62	\$ 66	\$ 254
– SCHOOL AND CHURCH BUSES			
	\$ 43	\$ 46	\$ 130
– OTHER BUSES			
	\$ 43	\$ 46	\$ 130
– VAN POOLS			
	\$ 62	\$ 66	\$ 254
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 117**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 75	\$ 80	\$ 227
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 87	\$ 345
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 77	\$ 82	\$ 288
– SCHOOL AND CHURCH BUSES			
	\$ 53	\$ 56	\$ 148
– OTHER BUSES			
	\$ 53	\$ 56	\$ 148
– VAN POOLS			
	\$ 77	\$ 82	\$ 288
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 110	\$ 117	\$ 276
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 103	\$ 547
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 119	\$ 351
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 82	\$ 179
– OTHER BUSES			
	\$ 77	\$ 82	\$ 179
– VAN POOLS			
	\$ 112	\$ 119	\$ 351
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 122**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 110	\$ 118	\$ 351
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 146	\$ 520
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 120	\$ 446
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 83	\$ 228
– OTHER BUSES			
	\$ 77	\$ 83	\$ 228
– VAN POOLS			
	\$ 112	\$ 120	\$ 446
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 128	\$ 137	\$ 385
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 105	\$ 418
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 131	\$ 140	\$ 489
– SCHOOL AND CHURCH BUSES			
	\$ 90	\$ 96	\$ 250
– OTHER BUSES			
	\$ 90	\$ 96	\$ 250
– VAN POOLS			
	\$ 131	\$ 140	\$ 489
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 124**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 97	\$ 104	\$ 252
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 101	\$ 452
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 106	\$ 320
– SCHOOL AND CHURCH BUSES			
	\$ 68	\$ 73	\$ 164
– OTHER BUSES			
	\$ 68	\$ 73	\$ 164
– VAN POOLS			
	\$ 99	\$ 106	\$ 320
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 86	\$ 92	\$ 234
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 92	\$ 361
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 88	\$ 94	\$ 297
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 64	\$ 152
– OTHER BUSES			
	\$ 60	\$ 64	\$ 152
– VAN POOLS			
	\$ 88	\$ 94	\$ 297
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 126**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 91	\$ 97	\$ 228
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 117	\$ 300
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 93	\$ 99	\$ 290
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 68	\$ 148
– OTHER BUSES			
	\$ 64	\$ 68	\$ 148
– VAN POOLS			
	\$ 93	\$ 99	\$ 290
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 71	\$ 76	\$ 216
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 63	\$ 323
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 72	\$ 78	\$ 274
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 53	\$ 140
– OTHER BUSES			
	\$ 50	\$ 53	\$ 140
– VAN POOLS			
	\$ 72	\$ 78	\$ 274
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 131**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 102	\$ 109	\$ 242
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 106	\$ 466
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 104	\$ 111	\$ 307
– SCHOOL AND CHURCH BUSES			
	\$ 71	\$ 76	\$ 157
– OTHER BUSES			
	\$ 71	\$ 76	\$ 157
– VAN POOLS			
	\$ 104	\$ 111	\$ 307
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 111	\$ 119	\$ 274
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 131	\$ 548
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 113	\$ 121	\$ 348
– SCHOOL AND CHURCH BUSES			
	\$ 78	\$ 83	\$ 178
– OTHER BUSES			
	\$ 78	\$ 83	\$ 178
– VAN POOLS			
	\$ 113	\$ 121	\$ 348
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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**NEW JERSEY (29)
TERRITORY 139**

PHYSICAL DAMAGE			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 91	\$ 97	\$ 240
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 80	\$ 378
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 93	\$ 99	\$ 305
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 68	\$ 156
– OTHER BUSES			
	\$ 64	\$ 68	\$ 156
– VAN POOLS			
	\$ 93	\$ 99	\$ 305
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 97	\$ 104	\$ 256
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	N/A	\$ 85	\$ 413
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 106	\$ 325
– SCHOOL AND CHURCH BUSES			
	\$ 68	\$ 73	\$ 166
– OTHER BUSES			
	\$ 68	\$ 73	\$ 166
– VAN POOLS			
	\$ 99	\$ 106	\$ 325
<ul style="list-style-type: none"> ● For physical damage fleet factors, refer to Rules 22. and 39. ● For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. ● For Deductible factors, refer to Rule 98. ● For Original Cost New and Age Group factors, refer to Rule 101. ● For Stated Amount factors, refer to Rule 101. ● For Towing and Labor Costs Coverage rating, refer to Rule 34. 			

90. HIRED AUTOS

Cost Of Hire Basis – All Territories Liability Base Loss Cost
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\$ <u>1,124.08</u>

Table 90.B.3.b.(LC) Cost Of Hire Basis Liability Loss Cost

Supplementary Information – New Jersey

Introduction

This document provides additional information on the attached loss cost level experience review, including:

- A summary of recent trends in Liability claim costs
- A summary of significant factors used in the development of loss cost indications and a comparison to the factors used in the prior filing that underlie the loss costs currently in effect
- A discussion of the experience underlying the loss cost level evaluation, and how it compares to the prior review
- Issues related to Commercial Auto in New Jersey

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification processes so that only data that would be valid is used for ratemaking. Subsequent to this initial data submission review, additional analyses involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review, corrected or adjusted. Specifically, various reported exposure amounts have been adjusted prior to their use in the calculations. The ISO staff responsible for this loss cost review also reviewed the data for reasonableness.

Trends in Liability Claim Costs

The table below shows the latest sixteen evaluations of 12-pt. paid claim cost trends.

Multistate Paid Claim Cost Trends

<u>Data Through</u>	<u>\$100,000 Bodily Injury</u>	<u>\$100,000 Property Damage</u>
09/30/2014	+1.8%	+3.7%
12/31/2014	+1.8%	+3.3%
03/31/2015	+1.5%	+3.3%
06/30/2015	+2.2%	+3.5%
09/30/2015	+1.9%	+3.7%
12/31/2015	+2.3%	+4.6%
03/31/2016	+2.9%	+4.8%
06/30/2016	+2.9%	+5.2%
09/30/2016	+2.6%	+5.5%
12/31/2016	+2.7%	+5.7%
03/31/2017	+2.7%	+5.7%
06/30/2017	+2.8%	+5.6%
09/30/2017	+3.0%	+5.4%
12/31/2017	+3.8%	+4.8%
03/31/2018	+4.2%	+4.5%
06/30/2018	+4.4%	+4.3%

ISO believes that bodily injury claim cost trends will primarily be driven by changes in the costs of providing medical care. At times, other factors serve to reduce (or exacerbate) the claim cost trends.

Supplementary Information – New Jersey

Trends in Medical Care Costs

The table below shows the last twelve annual rates of change, based upon the CPI, for Medical Care and Hospital & Other Related Services, separately.

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change¹</u>	<u>CPI – Hospital & Other Related Services Annual Rate of Change</u>
October 2006 - September 2007	4.6%	6.8%
October 2007 - September 2008	3.2%	6.6%
October 2008 - September 2009	3.5%	6.6%
October 2009 - September 2010	3.4%	7.3%
October 2010 - September 2011	2.8%	4.9%
October 2011 - September 2012	4.1%	4.7%
October 2012 - September 2013	2.4%	5.4%
October 2013 - September 2014	2.0%	3.5%
October 2014 - September 2015	2.5%	3.3%
October 2015 - September 2016	4.9%	5.6%
October 2016 - September 2017	1.6%	4.3%
October 2017 - September 2018	1.7%	3.7%

Claim Frequencies

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form $Y=A(B^X)$ does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

Claim Counts

Claim counts are now being estimated from information on the individual loss records reported to ISO, rather than the claim counts that have been reported to ISO via the statistical plans. This is being done to address company inconsistencies in interpreting ISO's claim count reporting rules.

¹ Annual Rate of Change for a particular year is calculated as the CPI index for September of that year divided by the same index for September for the previous year, minus one.

Supplementary Information – New Jersey**New Jersey Trends****Trucks, Tractors & Trailers and Private Passenger Types Liability**

	Current Trends <u>Data through 06/30/2018</u>	Previous Trends <u>Data through 06/30/2017</u>
New Jersey Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	5.5%	5.8%
Property Damage (\$100,000 Limit)	4.5%	5.6%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	4.5%	3.1%
Property Damage (\$100,000 Limit)	4.4%	5.6%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Private Passenger Types		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers		
Bodily Injury (\$100,000 Limit)	4.5%	3.1%
Property Damage (\$100,000 Limit)	4.4%	5.6%
Private Passenger Types		
Bodily Injury (\$100,000 Limit)	4.5%	3.1%
Property Damage (\$100,000 Limit)	4.4%	5.6%

New Jersey bodily injury severity trend receives 10% weight when combined with multistate trend in the filing, property damage trend receives 55% weight.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been 2.7% rather than 4.5%. For the Private Passenger Types coverage, the indication would have been -1.7% instead of -0.5%.

No-Fault Coverage (PIP)

	Current Trends <u>Data through 12/31/2018</u>	Previous Trends <u>Data through 12/31/2017</u>
New Jersey Claim Cost Trends		
Private Passenger Types	3.3%	3.7%
Selected Claim Frequency Trends		
Private Passenger Types	0.0%	0.0%
Selected Pure Premium Trends		
Private Passenger Types	3.3%	3.7%

If the prior trends were used to calculate the indicated change in this document, the Private Passenger Types PIP coverage, the indication would have been -5.9% rather than -6.7%.

Supplementary Information – New Jersey**Physical Damage Loss Trend**

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 06/30/2018</u>	<u>Previous Trends</u> <u>Data through 06/30/2017</u>
Trucks, Tractors & Trailers	OTC	+7.0%	+7.0%
	Collision	+4.5%	+5.0%
Private Passenger Types	OTC	+7.0%	+6.0%
	Collision	+4.5%	+5.0%

Physical Damage OCN Trend

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 06/30/2018</u>	<u>Previous Trends</u> <u>Data through 06/30/2017</u>
Trucks, Tractors & Trailers	OTC	+1.0%	+0.9%
	Collision	+1.5%	+1.3%
Private Passenger Types	OTC	+1.0%	+1.0%
	Collision	+0.6%	+0.6%

The loss trend has remained the same for Trucks, Tractors & Trailers OTC and has increased by 1.0 points for Private Passenger Types OTC. The OCN trend has increased by 0.1 points for Trucks, Tractors and Trailers OTC and remained the same for Private Passenger Types OTC. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers and Private Passenger Types OTC indications in this document would have 1.7%, instead of 1.5%, and 3.8%, instead of 7.5%, respectively.

The loss trend has decreased by 0.5 points for Trucks, Tractors & Trailers collision and for Private Passenger Types collision. The OCN trend has increased by 0.2 points for Trucks, Tractors, & Trailers collision and has remained the same for Private Passenger Types collision. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers and Private Passenger Types collision indications in this document would have been -0.9%, instead of -3.3%, and 0.1%, instead of -1.7%, respectively.

Supplementary Information – New Jersey**Loss Development****Methodology**

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of New Jersey and multistate factors for the 15 to 27 month link ratios for BI and PD, and the 27 to 39 month link ratios for BI only. For all coverages, the "best three of five" link ratios have been used. Specifically, the highest and lowest link ratios from the latest five years of the experience have been removed from the calculation and the remaining three ratios are used to calculate the three-year average.

Factors

	<u>Current (100K)</u>	<u>Previous (100K)</u>
Trucks, Tractors and Trailers BI		
39 to Ultimate	1.103	1.100
27 to Ultimate	1.386	1.370
15 to Ultimate	2.164	2.139
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.004	1.005
27 to Ultimate	1.013	1.014
15 to Ultimate	1.091	1.094
Private Passenger Types BI		
39 to Ultimate	1.079	1.082
27 to Ultimate	1.366	1.380
15 to Ultimate	2.179	2.201
Private Passenger Types PD		
39 to Ultimate	1.004	1.006
27 to Ultimate	1.011	1.015
15 to Ultimate	1.095	1.098

Supplementary Information – New Jersey

Other Factors

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2017</u>	<u>Data through 12/31/2016</u>
Bodily Injury	1.075	1.080
Property Damage	1.100	1.105
Physical Damage	1.130	1.140

Indicated vs. Filed Changes

An overall change of 2.8% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 01/01/2020 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors & Trailers OTC	1.5%	N.C.
Private Passenger Types Liability	-0.5%	N.C.
Private Passenger Types Collision	-1.7%	N.C.

The overall filed change is 2.9%.

Notes

- The Auto Dealers Liability coverage is not being reviewed this year.
- The Auto Dealers and Garagekeepers physical damage coverages are not being reviewed this year.